

# CBW

Coach and Bus Week

SV industry's news weekly • 18 January 1997 • Issue 252

**22**  
pages  
of

**CLASSIFIEDS**



# HE'S BACK

**Alf Moseley puts Edwards at the helm**

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**THIS WEEK**  
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SERVICE  
TOTAL  
SATISFACTION**

**1994 VOLVO B10M VAN HOOL  
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48 recliners, rear sunken toilet, continental door, SUTRAK AIR CONDITIONING, TELMA retarder, Eberspacher pre-heater double glazed tinted side windows with blinds and decorative curtains, courier seat, power entrance door, finished cream/orange. Choice of identical vehicles.  
M.O.T. NOVEMBER 1997

**1994 VOLVO B10M  
VAN HOOL ALIZEE-HE 12M**

49/53 recliners, grey/red moquette, centre sunken demountable toilet, continental door, double glazed tinted side windows, curtains, courier seat, water boiler, wired TV/video, power entrance door, finished white/rose/gold. M.O.T. FEBRUARY 1998

**1991 (August) BOVA FUTURA  
FHD 12.290 INTEGRAL 12M**

51/53 seats, beige/orange moquette, centre sunken demountable toilet, continental door, double glazed tinted side windows, curtains, courier seat, driver's sleeping berth, water boiler, wired TV/video, power entrance door, finished all white. M.O.T. MARCH 1997

**1991 VOLVO B10M PLAXTON  
PARAMOUNT 3500 12M**

49/53 recliners, grey/orange moquette, centre sunken demountable toilet, continental door, tinted side windows with blinds, courier seat, water boiler, power entrance door, finished all white.  
M.O.T. OCTOBER 1997

**1989 BOVA FUTURA FHD  
12.290 INTEGRAL 12M**

51 seats, grey moquette, centre sunken toilet, continental door, double glazed tinted side windows, curtains, courier seat, water boiler, wired TV/video, power entrance door, finished all white.  
M.O.T. JUNE 1997

**1989 LEYLAND TIGER  
260 DUPEL 12M**

53 recliners, brown/orange moquette, double glazed tinted side windows with pull down blinds, power entrance door, TELMA retarder, chassis autolube. finished all white.  
M.O.T. MARCH 1997

**1988 LEYLAND TIGER 260  
PLAXTON PARAMOUNT 3500 12M**

49 recliners, red/grey moquette, sunken toilet O/S rear, continental door, double glazed side windows, curtains, courier seat, water boiler, power entrance door, finished cream/grey.  
M.O.T. JANUARY 1998

**1988 VOLVO B10M PLAXTON  
PARAMOUNT 3500 12M**

51 recliners, beige/orange moquette, tinted side windows, curtains, drinks machine, O/S rear sunken toilet, continental door, power entrance door, finished all white.  
M.O.T. JANUARY 1998

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**CBW**

Coach and Bus Week

# We need vision, action and guts

**W**HILE few coach and bus manufacturers are complaining about trading conditions in 1996, few are going to take risks on the strength of them.

We'll remember 1976 for the sweltering Summer, and 1986 for deregulation. We'll remember 1996 for being a decade after deregulation, and not much else. 'Stable' is the kindest adjective any manufacturer was prepared to venture.

UK registrations were up once again, though still a long way off the heady days of 5,000 vehicles a year - and bigger vehicles at that. The steady sales did, though, encourage some major investment, such as Henlys' £1 million investment in its Northern Counties plant, Mayflower's redesign for Alexander's buses, UVG's new vehicles and new direction, Optare's acquisition of Autobus, and Mercedes-Benz' decision to produce right-hand-drive 0405N integral buses. Ivecobus set its sights on a share of the coach market, and Dennis is investing £4 million in its plant.

Operators had a reasonable 12 months; the Big Five bus companies have rarely looked so confident, if their share prices are an indicator. Coach operators report a following wind and are cautiously bullish about the incoming tourism market. They enjoyed the Euro 96 bonus (more, UEFA please!) and, in

some areas, a more meaningful relationship with county council transport planners. So what's been missing?

Most notable by its complete absence from public transport has been a clear vision or even direction from Government, and a vacant expression from the opposition. There are few pundits who would argue with the need for public transport to get a fairer share of road space and finance, but those in a position to promote this vision have yet to act decisively.

A General Election looms, yet it is hard to see how this will effect any major change in public transport policy. The current Government has had 18 years to address the costly issues of inner-city pollution and clogged roads and will not be remembered for its achievement. Labour will have to meet more pressing problems than public transport. Ironically this year's best hopes may rest with Liberal Democrat county councillors...



Mike Morgan,  
Editor

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## events

**28 January:** The Development of Surface Access Links to Airports (CIT), Langham Hilton Hotel, London. Chaired by Steven Norris. Contact Sarah Loader, Waterfront, on 0171 233 7600

**28 January:** Omnibus Society presidential address by Charles Marshall, formerly md of OK Travel, LT HQ, 55 Broadway, London SW1. Details from Barry Le Jeune on 0171 918 3295

**4-6 February:** Fifth Annual Integrated Communications '97. The ISDN and ATM show, Olympia 2, London. Details from QMS on 01733 394304, fax 01733 390042

**6 February:** Confederation of Passenger Transport Annual Dinner, Grosvenor House Hotel, London. Contact Mike Bartlett, on 0171 240 3131, fax 0171 240 7900

**11-13 February:** Smart Card 97, Olympia 2, London. Contact QMS Ltd, on 01733 394304, fax 01733 390042

**13 February:** Buses Worldwide meeting, Fred Tallent Hall, Drummond Street, London NW1. Slides from members' individual travels. Details from Ian Johnston, 3 Cypress Drive, Fleet, Hants, GU13 9HE

**19 February:** Economic implication of parking policy, Mark Valley, Transport Studies Group — Transport Economists' Group monthly meeting, 5.30 for 6pm, room 205, University of Westminster, 35 Marylebone Road, London NW1. Details on 0181 784 5830 (Oscar Faber, St Albans) or 0171 222 4545 (Traffic Director for London)

**10-12 March:** CPT Scottish Council Annual Conference, Gleneagles Hotel, Perthshire. Theme is 'Planning for the Future'. Details from Peter Thomson on 0141 639 4984, fax 0141 616 0866

**19-20 March:** British Travel Trade Fair '97, Hall 9, NEC, Birmingham. Pre-register by phoning the Ticket Hotline on 01926 435843

**8,9,10 April:** Coach and Bus Live, Donington. Details from Toni King on 01733 467035

### ▼ Coach and Bus

## Flint chips at age limit

BRITAIN'S tiniest county, Flintshire, is considering dropping its age limit for school and contract buses.

The county council, formerly part of Clywd, has a 15-year vehicle age limit on full-sized vehicles and seven-year limit on minibuses, but says it now faces a shortage of such vehicles. It claims fewer operators are buying recent coaches and buses.



"... AND NOW THE SCHOOL BUS MAKES A PROFIT "

### ▼ Stop Press+++Stop Press+++Stop Press+++Stop Press+++

## NatEx chief exec resigns

NATIONAL Express Group chief exec Ernest Patterson has resigned.

As the City got the jitters, his post was immediately filled by Phil White, who was chief executive of NEG subsidiary West Mid-

lands Travel. Mr White's progress through WMT's ranks had been very rapid. Mr Patterson led NEG through a turbulent and acquisitive period in its history, and post-flotation, was involved in its acquisi-

tion of WMT, rail franchises including Gatwick Express, and equity in airports such as Bournemouth International Airport, formerly known as Hurn.

● Full story next week

### ▼ Coach and Bus

## Operators back scheme but need more advice

CONFLICTING advice and apparent complexity has not quelled a thirst for knowledge among PSV operators about the Investors in People scheme, according to Bus & Coach Training's training development manager, Gwen Thomas.

It is over two and a half years since trailblazing Stagecoach Transit became the first company in this sector to achieve Investors in

People but, according to figures revealed by scheme co-ordinator, Investors in People UK, fewer than six coach and bus companies have followed in Cleveland-based Transit's footsteps.

Mrs Thomas told CBW that, despite a "very positive response" to a recent Investors seminar held by Bus & Coach Training for bus operators, companies complained about

conflicting advice. She said: "The will is there but operators say they need a dedicated sector advisor."

With committed operators reporting that it can be a long hard road to Investors recognition with sharing other companies experience, BCT plans another one-day seminar but this time in March, specifically for coach operators.

Clarkes of London

### ▼ Coach and Bus

## Skills coach

SKILLS of Nottingham has taken the last of Trent Buses' coaching interests and is using a newly-acquired National Express contract to build its coaching profile on the south coast.

The deal with Trent sees Skills pick up Barton Buses' weekly 'bucket and spade' runs to resorts on the east coast, Wales and the south coast, plus a long-serving Barton manager, but no vehicles or assets other than goodwill.

The deal will add eight coaches to its peak-vehicle requirement on Saturdays in the Summer season, which will be



INVESTOR IN PEOPLE

was first in the coach sector to commit to Investors and is believed to be first coach operator to achieve the coveted award.

■ THE Clarkes' Investors story starts in this issue of CBW (see pages 30&31). In the first part we examine the reasons for taking up the challenge and what the double Coach Industry Awards winner set out to gain.



Plaxton: busy order book for 1997 building 'big five' buses

### ▼ Coach and Bus

## Bus sales

PLAXTON is predicting further growth in the bus market this year but says coach sales are likely to fall.

Last year, it held on to 42 per cent of the heavyweight coach and bus market, bodying 1,410 vehicles, and had just over a third of the entire new vehicle sales with 1,665 bodies sold... up on 1995 volumes and predicted to be a further seven per cent improved during 1997. "Coach sales finished



# grows its ing profile

## Takes last of Barton's interests

by Mark Williams

absorbed by Skills' existing fleet. The services, similar to other express ones run by Skills, will be co-ordinated by ex-Barton man Julian Gray.

"The coach operation side of Barton Buses dovetails into our existing business activity and, at the same time, gives us more opportunities to develop the private-hire side with the gain of Barton's hire customer database," said Skills' md Nigel Skill, who estimates it adds 25 per

cent to the company's existing express work.

"Bartons' withdrawal from coach operation has been ongoing since 1989, and this completes the process," said Trent md Brian King. "Very shortly, we will have no coaches apart from those run on inter-urban services.

"Coaching is a very different business to bus operation and we believe it is necessary to be focussed and that our investment is better made in buses."

Skills' determination to develop coaching is the



## Nigel Skill: south coast presence could provide a foothold for tour work

underlying factor in its decision to operate National Express' London-Brighton 064 service, currently run by Speedlink from Gatwick.

When the 24 March deadline arrives, Skills will have developed a leased Brighton depot with accommodation from which to run the hourly,

year-round service, and will have acquired the £1 million-worth of Speedlink Volvo B10M Premieres currently run by Speedlink.

"We've been building a good relationship with National Express for some time. And we've been eyeing the southern area for a while," said Mr

Skill. "It's attractive for a number of reasons, including the area's core of coach holiday passengers. We hope this development will give a local presence to our other services, particularly tours routed through Dover though, for the first three months, we'll be concentrating on the 064 service."

## ▼ Coach and Bus

# Subsidised services face massive council cuts

BUS service subsidies are being slashed by two councils after spending assessments by central Government.

Though facing overall cuts of 11 per cent, Kent County Council is poised to slash a quarter of its public transport budget, and is likely to end subsidy for the majority of its rural services. And in Bristol, the city council is likely to cut services to 14 schools.

The finance cut is forced by standard spending

assessments from central Government.

"We currently spend £5 million of transport each year, £4 million of which is considered socially essential," said a Kent CC spokeswoman. "The council is now looking for a £1.25 million reduction in the budget.

"A worst-case scenario would be for the council to cut all non-essential service subsidies. Though the

overall cuts are 11 per cent, it does appear transport will be hardest hit."

And in Bristol, the city council is likely to axe



Buglers could be hit by cuts

£150,000-worth of subsidised bus services to 14 schools in an effort to prune £20 million from its budget this year. "Further cuts of £16 million have to be made in 1998," said a council spokesman.

The chairman of the Western Coach Operators' Federation, Bob Bugler, has a personal interest in the cutbacks, running six of the school contracts himself: "It's an absolutely diabolical situation, caused by the break-up of the Avon

County Council last year," said Mr Bugler, of Buglers of Bristol.

"That cost £60 to £70 million, creating smaller district councils.

"They have even cut 'cross-border' runs from, for instance, south Gloucester into Bristol City Council territory. Overall, Bristol has been hardest hit.

"The traffic this will cause is one thing. The more worrying issue is that of children forced to walk to school getting run over."

# up but coach sales may fall — Plaxton

with a greater number sold than we had guessed - from 1,035 in 1995 to 1,157 last year," said sales director David Quainton.

"It was something we hadn't expected, but we are expecting the market to drop this year. There are signs of a downturn in business among the major players."

But Mr Quainton says the bus market is holding up well: "The

small midibus sector, from 21 to 33 seats, is going to be influenced by the air-suspension, Mercedes-Benz Vario chassis cowl, and be slightly up. The true midibus sector will be even more buoyant.

"The true, full-sized single-deck market may drop because of the attractiveness of the low-floor midi but we are expecting double-deck sales to grow slightly."

Mr Quainton said Plaxton's sister bodying company Northern Counties would go through a period of consolidation during 1997: "We hope to be reaping the rewards of a £1 million building investment, and another major plank of our approach will be to increase volumes of super-low-floor single-deck vehicles."

And there would be more

emphasis on export markets during the coming year, as Henlys tries to minimise its exposure to risk in the domestic market: "But the portents are good," said Mr Quainton.

"Even a General Election would come too late to change bus-buying policies."

■ Was 1996 fair or foul? See pages 8 and 9 for a full roundup of the sales figures.

CBW



## In brief

### Police welcome

MERSEYSIDE police now have free access to North Western Road Car's buses as yet another bus company joins the bid to cut on-bus crime. Police now have free travel, on and off duty, on 90 per cent of Merseyside's buses. At the end of last year, MTL decided to welcome police on to their vehicles.

### Pindar info

TIMETABLING and transport printing experts Pindar, in Scarborough, have acquired software company TMSO and dovetailed its journey-planning database into Pindar's own products. The result is a new company, Pindar-Routel, which will be supplying database information that gives coach and bus companies a simple route to desktop publishing solutions in travel planning.

### More IRS perks

COACH breakdown specialist Independent Recovery Services has added discounted tyres to members' benefits. Rochester company IRS can provide recovery for an entire fleet for a £200, lifetime membership fee plus set charges for services if and when they are used. The tyre offer comes from CBS.

### Buses on trial

A GROUND breaking partnership between Eastleigh Borough Council, Hampshire County Council and Solent Blue Line has put trial evening and Sunday buses on the road. Solent Blue Line operations director Peter Shelley congratulated Eastleigh Borough's initiative.

### IRTE success

THE IRTE's initiative last year to promote modern engineering apprenticeships has resulted in 1,400 more trainees in the profession... and a second wave of promotion for the scheme. So far, more than 20 major automotive companies have registered apprentices, including MAN Truck and Bus.

## ▼ Coach and Bus

# Show off your finest vehicles



## Cavalcade for Coach and Bus Live

by Mike Morgan

THE race is on to find the country's finest coaches and buses for CBW's Past, Present and Future cavalcade at the first ever *Coach and Bus Live* show - as over 40 exhibitors confirm bookings.

Scheduled for 8, 9 and 10 April at Donington race circuit in the East Midlands, *Coach and Bus Live* brings operators of coaches, buses and minibuses together with manufacturers, dealers and suppliers in a dynamic new exhibition format.

In addition to static stand space inside Donington's impressive international exhibition centre, *Coach and Bus Live* amplifies the potential of the race circuit venue as demonstrations and tests are laid on outside.

Among the attractions are the Past, Present and Future line-ups. On day one the coaches and buses of previous decades will be judged, driven past and put on display.

Day two is the province of today's vehicles while, on the final day, attention focuses on manufacturer's latest developments.

This week CBW invites owners of suitable vehicles to take part.

We are looking for top examples of each breed of coach, bus or minibus. Vehicles from the Past must be owned by an O-licence holder and have current PSV test. Present vehicles can be entered by operator, dealer or manufacturer but be taxed, tested and in use.

Only manufacturers, importers or dealers will be in a position to enter those vehicles of the Future - ie from 1997 onwards.

Entry is by invitation only. If you want more details and/or an entry form, call Toni King on 01733 467035.

● REMEMBER. Pre-registration is essential for *Coach and Bus Live* visitors. Not only will it speed entry to the trade-only show but will give an inside track when it comes to booking slots on the test circuits for coaches, buses and minibuses. Apply now on the ticket hotline - 01733 467169.



Wanted: vehicles like these for *Coach and Bus Live's* special Donington attractions

## ▼ Bus

### Truro driver found guilty

A TRURORIAN bus driver whose vehicle hit a low bridge has been found guilty of dangerous driving.

Charles Symons, 25, of Pendarves Road, Truro, pleaded not guilty but Camborne Magistrates found against him, adjourning the case until 23 January for sentencing and social inquiry reports.

Mr Symons had

been trained by Trurorian in Spring of last year, obtaining his PCV licence in May. He said he had not driven along the route, Bond Street, before the accident. His double-deck bus hit the bridge, which had 12 feet three inches of clearance, peeling back the roof. Some of the 35 people aboard had to duck to avoid injury.

## ▼ Coach

### Info wanted on stolen coach

A LEYLAND Tiger coach with Plaxton Paramount 3200 bodywork was stolen from Midland Red West premises at Redditch on 6 January.

The vehicle is in red livery with gold Midland Red Coaches lettering. Its registration number is B103 JAB, chassis number 8401133 and body number 8512 LTP 2C038. The

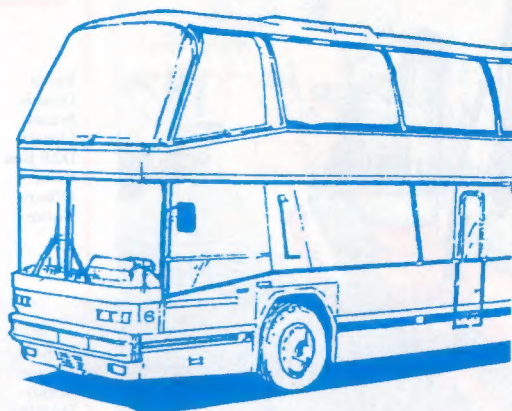
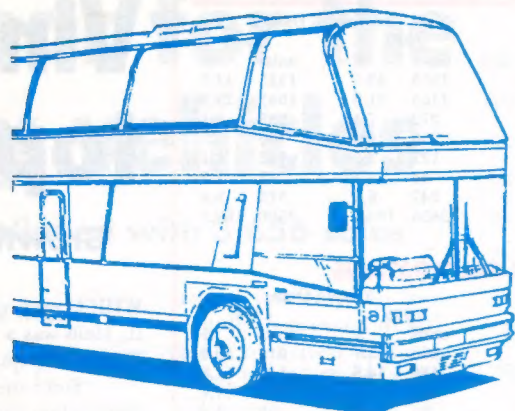
Tiger should not be confused with similar vehicles with registration numbers B102/104/105/106/107 JAB which are not missing.

If you have any information relating to this vehicle contact Midland Red West, Heron Lodge, London Road, Worcester WR5 2EW, tel 01905 359393 or fax 01905 351104.





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Volvo Bus md Sandy Glennie: not complacent

# A good year all round for Volvo

VOLVO finished 1996 with the lion's share of coach and bus markets, a weighty order book, and the accolade of Coach of the Year.

"There has been a substantial amount of investment in new vehicles this year," said Volvo Bus UK md Sandy Glennie. "I am delighted. It helps manufacturers provide research and development for the future.

"The heavy chassis market is much the same as last year but we have enjoyed the biggest double-deck market for a decade — 552 vehicles registered, of which 501 were Olympians.

"It's the most Olympians we have ever sold, building an average 32

a week at Irvine.

"The coach market is up by only 90 units, but it's still the highest level for 10 years, and B10M had more than half. Nonetheless, we are not getting complacent. The UK market is a magnet for other European manufacturers.

"The defence of our market share is hard going, but we will continue to work with our existing body builders, with emphasis on service and parts — the key to the whole thing in 1997.

"A change of government won't change anything. We feel very positive about public transport. The operating businesses are now largely city based with good expertise."

## COACH AND BUS REGISTRATIONS

	December		Year to Date			
	1996 units	1995 units	1996		1995	
Volvo	97	108	1555	42.5	1525	43.6
Dennis	82	83	1163	31.8	1045	29.9
Scania	1	24	272	7.4	285	8.1
Optare	15	7	250	6.8	146	4.2
DAF Bus	0	0	127	3.5	142	4.1
Bova	1	1	42	1.1	42	1.2
Others	18	21	247	6.8	315	9.0
Totals	214	244	3656	100.0	3500	100.0

## COACH REGISTRATIONS

	December		Year to Date			
	1996 units	1995 units	1996		1995	
Volvo	13	13	668	53.7	610	50.6
Dennis	3	4	180	14.5	142	11.8
Scania	1	0	114	9.2	137	11.4
DAF Bus	0	0	86	6.9	65	5.4
Bova	1	1	42	3.4	42	3.5
Others	4	7	154	12.3	209	17.3
Totals	22	25	1244	100.0	1205	100.0

## BUS REGISTRATIONS

	December		Year to Date			
	1996 units	1995 units	1996		1995	
Dennis	79	79	983	40.8	903	39.3
Volvo	84	95	887	36.8	915	39.9
Scania	0	24	158	6.6	148	6.4
Optare	15	7	250	10.4	146	6.4
DAF Bus	0	0	41	1.5	77	3.4
Others	14	13	93	3.9	106	4.6
Totals	192	218	2412	100.0	2295	100.0

The above table details all vehicles on designated PSV underframes registered last month in Great Britain, Northern Ireland, the Isle of Man and Channel Islands.

Source: SMMT

# Year that fanned flames

COACH and bus manufacturers say 1996 may not have been a year to set the world alight... but it fanned the flames of this year's sales.

An overall five per cent lift last year in UK registrations was made up, in part, of vehicle orders from 1995, and orders now going through the factories are providing a sound base for this year's trade.

"I have to say that 1996 was a very successful

year for us," said Optare's md Russell Richardson, whose company bought midcoach builder Autobus. "Production was up 20 per cent on 1995, and we are now supplying 80 per cent of the integral market.

"As a manufacturing success gauge, the figures can be misleading, since we make bodies, too. Only integral vehicles get into the figures, while bodies are registered as, for example, Mercedes-Benz. And of

course, they don't reflect our export success."

Mr Richardson predicts a "steady but not exciting" year ahead, though he felt registration levels would be maintained. A Labour Government would have little effect for two years, tackling issues other than public transport, but may influence the market instead by restricting car use.

The 'Big Five' bus groups have provided Dennis with the bulk of its bus

The re-opening of Blackburn Boulevard marks the culmination of a £100,000 investment by Lancashire County Council.

Your County Council £15,000 towards the refurbishing the Railway

confirming the County's longstanding commitment to Blackburn and its public transport services.

Chairman of Lancashire's Highways Information Committee, County Golden, mid-

"This modernisation will be of benefit to local and long distance travellers and will make the bus station one of the best in the country."



## Regional Round-up+++Re

### ▼ Lancashire

## Station boost

BLACKBURN's new-look rail station and Boulevard is being promoted by its developers Lancashire County Council at a new exhibition. The projects, costing £115,000, have been designed to attract the public back to buses and trains.

Councillor Bob

Clark (pictured left) was at the launch of the exhibition at the County Information Centre in Railway Road.

### ▼ Suffolk

## Firm merged

VILLAGE coach and taxi business Rex Motor Services is to close in March after 60 years of trading following its merge with



# e year for the ality vehicles

trend continued with 3,656 sales

by Mark Williams

market, no manufacturer could touch the performance of Volvo and Dennis, between them sewing up almost three quarters of vehicle sales for the year.

Volvo consolidated its dominance of the coach market, and vied for a lead in the bus market. By last month, it was clear Dennis' immensely popular Dart midi gave the Guildford-based manufacturer a marginal lead, the SLF low-floor version making up the majority of low-floor sales.

Optare could boast a

real success story, too. MetroRider continued to sell, but Excel lived up to its name, helping Optare to sell 250 vehicles, and increase market share from 6.4 to a mighty 10.4 per cent.

It was swings and roundabouts for DAF Bus, whose bus sales fell, and coach sales rose, in the end allowing it to cling to its fifth position in the market share league. Scania lost a little ground in the coach market and maintained position in bus, and Bova sold a stolid 42 coaches again... it's still some operator's favourite vehicle.

## of sales for 1997

orders in 1996, if not the deliveries, and sales and marketing director Roger Heard says all the signs point to consolidation.

"We are hoping for maintenance of this stability," he told *CBW*. "If not, the first thing that suffers is capital commitment. Realistically, however, the cast is set for the major bus groups."

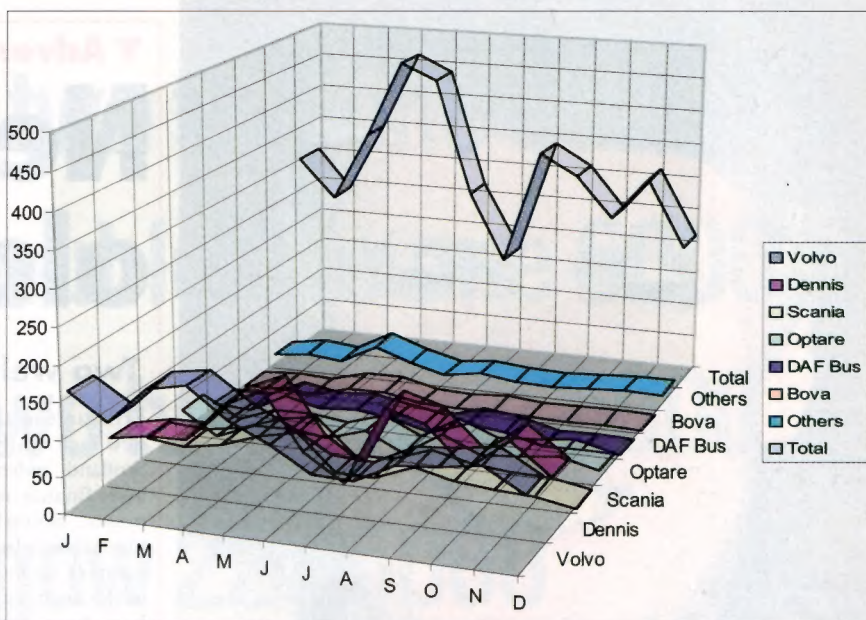
Mr Heard said improvements in the Euro 2 Javelin chassis had filtered

through in 1996 registrations but would have more impact in 1997.

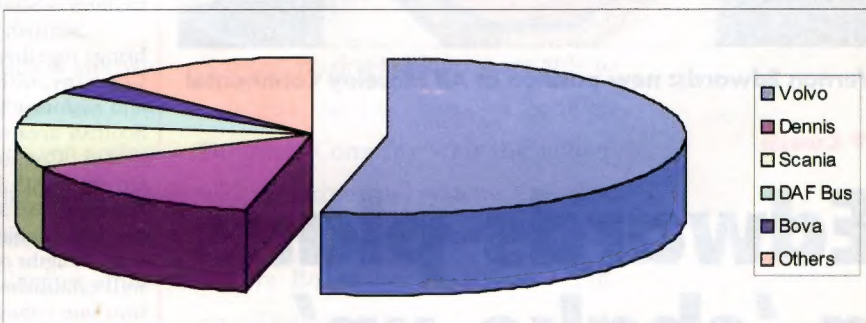
Sales of Dennis' double-deck chassis were in a 'dwell period', and were often dependent on tender conditions such as those in London Transport.

But further development is under way for Dennis' vital Hong Kong market, and he expected those developments to re-fuel interest in double-deck vehicles.

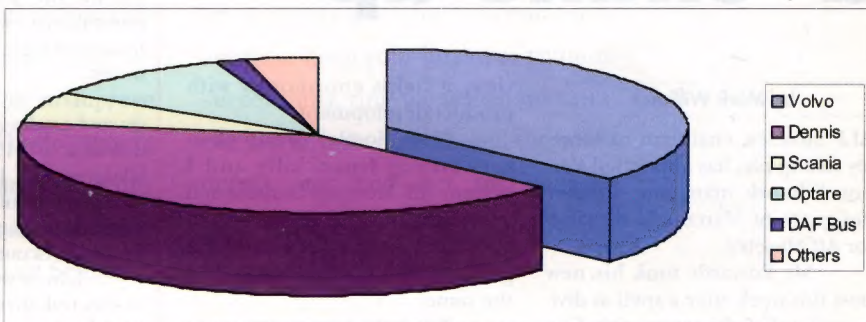
**CBW**



Monthly trends show Spring peak for deliveries is still a fact of life



Volvo's B10M got the lion's share of coach chassis sales in 1996...



...while Dennis proved its mettle in the bus underframe market

## onal Round-up+++Regional Round-up+++Regional Round



parent company Galloway European Coachlines of Mendlesham.

The Thorndon business, which operates from the village garage, was latterly run by John and Daphne Wells, who sold to Galloway.

Now, the garage is to be sold and the staff have relocated to Galloway's headquarters.

"I'm very sad," said Mrs Wells. "We built up

the business for over 30 years."

### ▼ London

#### CCTV success

TWO companies have been selected to provide 'spy' cameras for bus lanes in London.

JAI will provide on-bus cameras, while Peek Traffic Ltd will be installing roadside cam-

eras in London to combat the problem of illegal use of bus lanes.

The trial, launched in 1995, has been a great success, said John Bowis, minister for transport in London, and the first stage of the cameras' use is planned for March.

"We are on target to use cameras for the first time to catch and prosecute drivers who use bus lanes illegally," said Mr

Bowis. "Buses have great potential to improve the mobility of Londoners without increasing traffic."

London-wide bus lane cameras are planned by Spring 1998.

### ▼ Cornwall

#### Anniversary

CORNISH operator Mount's Bay Coaches will

be celebrating its 50th anniversary this year.

The Oxenham family's original base was on the site now used by Penzance Heliport, and its office in Jelbert Way.

Its humble beginnings were as a taxi company and it is now run by third-generation Oxenham, Jeff, from Alexandra Road.





**Vernon Edwards: new position at Alf Moseley Continental**

**▼ Coach**

# Edwards plans a 'shake up'

by Mark Williams

ALF Moseley, chairman of Moseley Group plc, has appointed Vernon Edwards managing director designate of Marcopolo distributor Alf Moseley.

Mr Edwards took his new post this week after a spell as divisional sales director with fire vehicle manufacturer Simon, but has held senior posts at Leyland Bus and DAF Bus. He is best known in the industry for his four years as managing director at LAG, latterly bought by Van Hool, and as marketing director with Dennis Specialist Vehicles.

"I've a unique background," Mr Edwards told CBW. "I've gone from chassis manufacturer to body builder, been a distributor, gone back into the chassis manufacturing side, sold bodies, integrals, and now I'm back to being a distributor.

"But if as a distributor, you fully understand the implications of chassis manufacturing and the complexities of body building from a manufacturer's point of

view, it helps enormously with product development.

"The Moseley Group plc is very strong financially and I believe Alf Moseley Continental will contribute to its future. I also think the market's due for a good shake-up. Operators feel the same.

"We have a commitment to Dennis, and the Javelin is a fuel-efficient underframe in keeping with the bodywork, offering the best value for money to the operator. If there is a need to review this, then, subject to demand, we are flexible enough to take heed of market forces."

Mr Edwards is determined to offer a wide range of used coaches at the Shepshed outlet alongside new product: "We don't have enough used vehicles and we don't have enough choice at the moment, but it's early days. I'll be looking forward to meeting my past clients.

"What we are trying to create for Marcopolo is a niche for the product," he said.

**CBW**

**▼ Advertisement**

# New name, old values!

## Two well known organisations now one

THE start of the new year sees a new face appearing throughout Scotland, addressing the particular asset finance needs of local businesses. Scottish Business Finance Limited may be a new name but it contains the best traditions of two well known organisations which have been providing Hire Purchase, Leasing and Contract Hire facilities in Scotland for many years.

Scottish Business Finance brings together Scottish Discount Company, with its local heritage and customer knowledge, and the Scottish area of Lloyds Bowmaker, Corporate Finance Division, with its nationwide resource and systems expertise. By combining the particular strengths of each of these well-established operations, into one cohesive unit, Scottish Business Finance aims to provide the Scottish business community with an asset finance service that none can better.

The new company started trading from its new offices at 193-199 Bath Street, Glasgow on 1 January, under the guidance of Iain Cunning, formerly managing director of Scottish Discount Company.

Iain is well known and respected throughout Scotland for his many years of successful stewardship over Scottish Discount, achieved by maintaining close personal touch with decision makers in Scottish businesses.

Able supported by colleagues Stuart Graham and Ronnie McIntyre, both with very considerable experience in asset funding, Iain plans to grow Scottish Business Finance by balancing the traditional local knowledge and understanding that has underpinned SDC success, with the newly acquired ability to directly access the expanded resources and systems now available through the Lloyds Bowmaker

national network.

"Businesses in Scotland, looking for asset finance, need and demand the old-fashioned values of local service and local knowledge," says Iain, "but they also want the latest state-of-the-art technology and expertise, where it provides faster decisions and more competitive products and prices. Scottish Business Finance can and will deliver these requirements!

"While your local SBF Account Manager may carry a laptop computer with the latest soft-



**Scottish Business Finance managing director Iain Cunning (seated) with sales and marketing director Stuart Graham and credit director Ronnie McIntyre**

ware, he (or she) will also have a wealth of practical knowledge and experience of your markets, your locality and your needs".

Scottish Business Finance has a team of 12 managers strategically located throughout Scotland, together with a full central administration and management team in Glasgow. They offer the full range of financing options from simple fixed rate hire purchase to complex tax based leasing facilities for companies whose annual turnover is small, medium, or large.

**To contact Scottish Business Finance ring 0141 221 6000 and ask for Iain Cunning (managing director), Stuart Graham (sales and marketing director) or Ronnie McIntyre (credit director).**



# Glasgow two two one 6000

## Glasgow double two one 6000

## Glasgow two twentyone 6000

## Glasgow 221 6000

**H**owever you say it, this is an easy number to remember. And, it's worth remembering (and even noting down) because it is the telephone number of an important new business service that started in Glasgow at the beginning of the year.

Two existing successful companies realised that by combining their resources they would be able to improve their level of service to both existing and new clients. As a result a new complete financial service is now available to all businesses throughout Scotland.

Scottish Business Finance are able to combine the cannyness of Scottish Discount Company with the nationwide resources and systems expertise available through the Scottish office of Lloyds Bowmaker's Corporate Finance Division.

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▼ Coach

# Conventional chang

First UK evaluation of DAF's revol

by Mike Morgan

DAF Bus has taken conventional gearchange wisdom by the scuff of the neck. In the search for easier gear selection it has developed a revolutionary manual gear linkage which also counters the problems associated with electronic control.

Precision Gear Shift-

ing (PGS) was launched on mainland Europe last September (*CBW*, 21 September 1996). In a flash of inspiration DAF Bus engineers took the road to

three-cable linkage, improving the notorious two-cable remote gear linkage common on rear-engined coaches.

Two-cable systems can be vague, sloppy and temperamental. Alternative electronic solutions have been tried with varying degrees of success but add cost. PGS is simple.

It is linked to a conventional manual ZF gearbox in much the same way. However, the additional cable ensures that every movement of the gearlever is converted into an efficient pull on one or other of the cables.

DAF Bus says there's less stress on the driver and less stress on the gearbox while giving the driver a shorter gearlever and the bodybuilder more flexibility in its mounting and routing of the cables.

Bob McLeod, managing director of importer Hughes DAF was so impressed that PGS is to be standard on all new DAF Bus coaches in the UK.

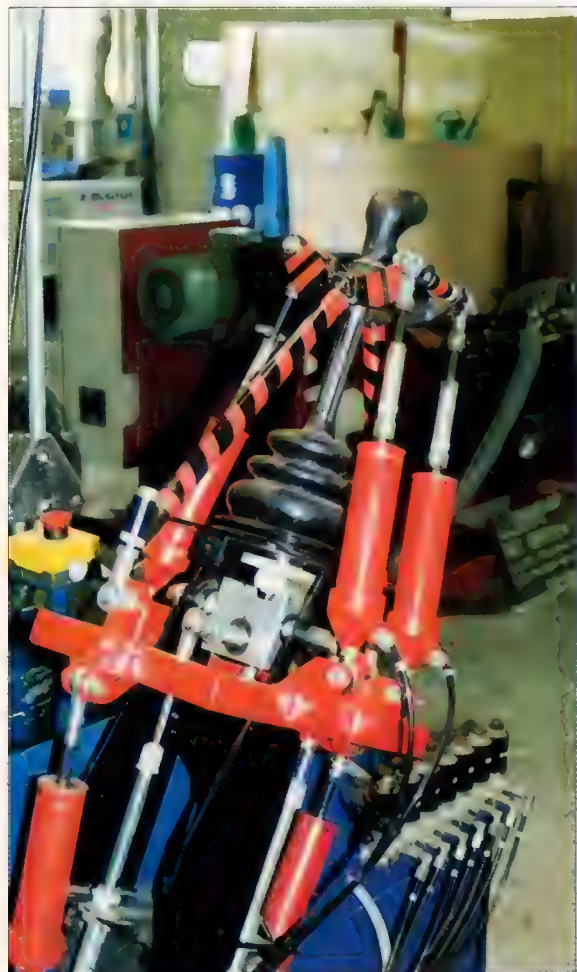
Although *CBW*'s first encounter with PGS on a left-hand-drive 15-metre Smit-bodied DAF confirmed the merits of the system it was by no means conclusive. Consequently Mr McLeod promised a comparative test in the first PGS-equipped right-hand-drive SB3000.

The chosen vehicle was a Euro 2-engined low-driver Van Hool Alizee with less than 800 km on the clock. But the engine and transmission were not run-in so that performance over a West Yorkshire test route was relatively lethargic - a good test for any eight-speed gearchange.

Gear selection belied the length of the linkage with positive, short movements. It felt quick but heavy, while the coach was relaxing to drive and remarkably quiet.



Old order: the long gear lever on the Plaxton SB3000 proved to be quite tiring in comparison



Inspiration: DAF Bus developed three-cable link

## GEARCHANGE DATA

DAF Bus SB3000 with eight-speed ZF 8S-140 gearbox

### MAXIMUM SPEED IN EACH GEAR

Gear	km/h	rpm
1	10	2,000
2	20	2,000
3	30	2,000
4	40	2,000
5	55	2,000
6	75	2,000
7	100	2,000
8	100	1,500

### MID GREEN BAND SPEED

Gear	km/h	rpm
5	40	1,500
6	58	1,500
7	73	1,500
8	100	1,500

### ACCELERATION

	PGS	Conventional
0-48 km/h (30 mph)	13 secs	11 secs
0-80 km/h (50 mph)	26 secs	22 secs

### ESSENTIAL GEARLEVER MEASUREMENTS

	PGS	Conventional
Distance from seat in neutral	12 cm	14 cm
Distance from seat in 1st/2nd	16 cm	22 cm
Distance from seat in 7th/8th	8 cm	4 cm
Pull from 7th to 8th gear	24 cm	36 cm

### CAB NOISE LEVELS AT 100 km/h

	PGS	Conventional
	69 dB(A)	71 dB(A)



# es given some stick

## utionary three-cable gear linkage

Then came the surprise when a Plaxton-bodied SB 3000 fitted with conventional gearchange was taken over the same route.

It was very lively, having covered 30,000-plus kms. But the eight-speed gearchange - normally acceptable despite its double-H pattern - was very tiring by comparison with PGS.

Slick selection and block changes are needed to get the best out of the SB3000's power. ZF's 8S 140 gearbox has a gear for all occasions.

The first four ratios are very close and the top four ideally spaced for speeds in excess of 40 km/h. But the conventional gearchange with its long lever sprouting out of the

floor was heavy, very notchy and imprecise... and relatively vague in the region of third and fourth gear. Engagement of first gear without unwittingly finding reverse can be a bit tricky.

It's a sharp reminder

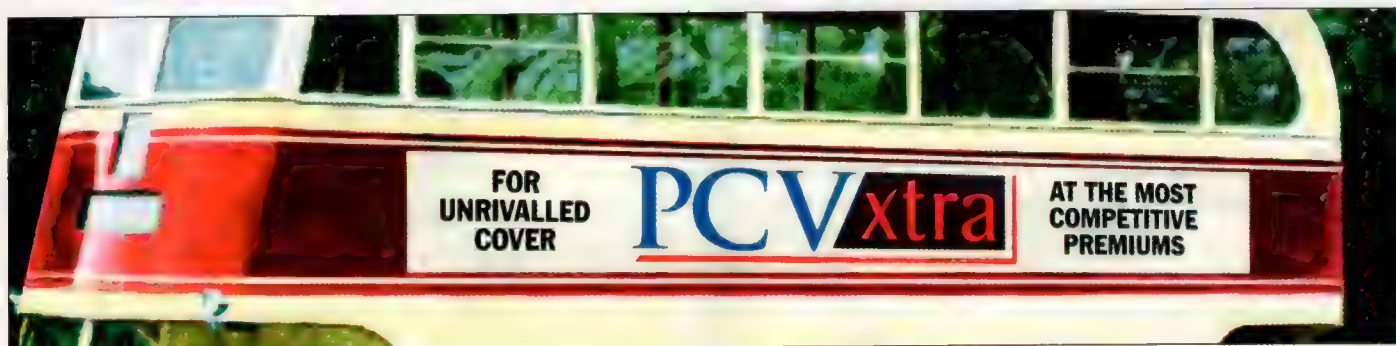
that PGS is a significant improvement, taking stress and effort out of gear-changing.

And its neat installation by Van Hool on an extended, angled first step made access to and from the driver's seat much easier.

CBW



Welcome change: Van Hool SB3000 is first coach in UK with DAF Bus Precision Gear Shifting



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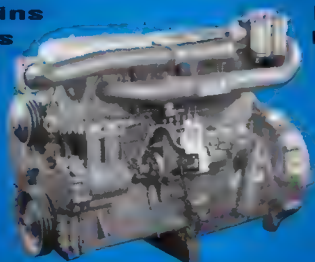




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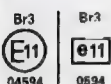
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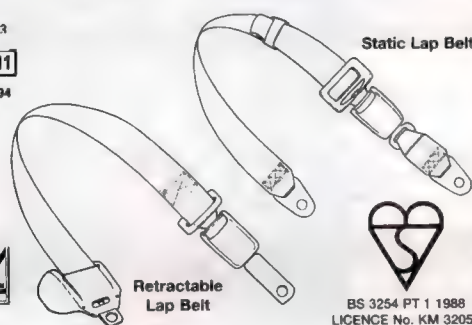
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▼ UK

# Courting business

London venue keys in operators

by William Golden

OPERATORS planning trips to Earls Court Olympia should find business picking up thanks to a new initiative from London's leading events venue.

From this month, Earls Court has introduced a service enabling members of the public to call the box office for details of coach companies from their area organising trips to major events. Groups booking staff will give details of participating companies and up to three pick-up points.

Jane Taylor, group sales manager, said: "We have been doing something similar manually but it was not advertised. We have been wanting to computerise it for some

time and, now it is up and running, we are very excited at the potential.

"The response from the coach industry has been very positive and we are hopeful that this will prove to be a valuable service. Initially, it will be advertised in the Royal Tournament leaflet."

Earls Court attracts more than three million visitors a year to trade and consumer shows, concerts and events and Ms Taylor said that the group market was very buoyant.

Groups qualify for discounts at all major events and coach parking is in Seagrave Road, opposite the Earls Court Exhibition Centre.

**☎ Operators wanting more information about being listed should contact Jane Taylor on 0171 370 8399.**



All aboard: the Stena Empereur has helped boost coach business

▼ Europe

## Night and day trips

THE days are getting longer at Stena Line now that the ferry operator has extended the validity of its day trip fare for coaches to 36 hours, allowing for an overnight stay on the Continent.

Stena has frozen day trip fares at £55 return per coach (£25 per minibus), and £1 per passenger, on all new bookings for completed travel by 30 June. A £100 supplement applies to Sunday departures from 29

March to 30 June. Groups also will be able to pre-book a full English breakfast or a fish and chip meal for £3 a head.

David Stamp, Stena's national accounts manager, said: "Our coach carryings enjoyed substantial increases following the arrival of the Stena Empereur last Summer.

"With three super-ferries now operating on the Dover-Calais route - and 15 departures daily -

we are able to offer coach and group operators a consistently-high level of service.

"This offer should encourage even more groups to travel, especially as France now offers a far better value to visitors - the value of the pound against the French Franc is at its best level for several years."

**☎ For more information and bookings contact Stena Line on 0990 204402.**

▼ UK

## Say cheese as museum wins two awards



Star turns: the staff and management of Llancaiach Fawr, plus Tom the cat, ready to welcome visitors

A WELSH tourist attraction is celebrating success at the double after winning two national awards.

Llancaiach Fawr Living History Museum, in Nelson, has been named Heritage House of the Year by the 1997 *Good Guide to Britain*, for its imaginative recreations of times past. The guide also named it Welsh Family Attraction of the Year because of the way the museum encourages children to handle the exhibits and are involved in the activities.

Llancaiach Fawr, which is owned and operated by Caerphilly County Borough Council, opened in July 1991 and has attracted more than 300,000 visitors. They are

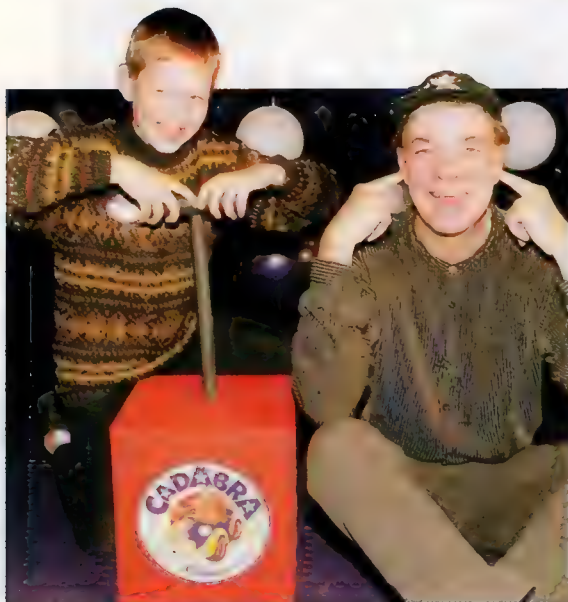
transported back in time to the days of the English Civil War in the 17th century and conducted on tours by staff in period dress.

Dylan Owen, the council's tourism officer, said: "These are very prestigious awards and show how important tourism is becoming in the South Wales valleys. Gone are the stereotypical images and a new, forward-looking tourist destination has emerged, where a wide range of attractions is available to visitors.

"The awards stand in recognition of the impact that this area is already having on British and foreign tourism, a precedent that is set to continue."

CBW





**Bang on: James Barnes and Matthew Kelly open the £1 million ride at Cadbury World**

▼ UK

## Cadbury's new star

A TOUCH of magic awaits visitors to Cadbury World with the opening of Cadabra, A Magical Cadbury Journey, at the Birmingham attraction.

It was given the official blast-off by TV presenter Matthew Kelly and 10-year-old James Barnes, from Walsall, who won a competition in a local newspaper. Matthew Kelly, who hosts ITV's *Stars in Their Eyes*, is starring in the panto *Mother Goose* at the Birmingham Hippodrome.

The £1.2 million Cadabra is Cadbury World's first ride and features four-seater Beanmo-

biles that take visitors on a sedate journey through Cadabra's landscape and they join the Bean Team on their search to discover the secret of Cadbury. Groups come across it at the half-way point of their tour.

John Henson, general manager, said: "Cadbury World is a unique attraction that offers something a little bit different to visitors. The launch of Cadabra has introduced a fun new ingredient at Cadbury World that we're convinced will charm everyone who experiences the ride."



▼ UK

# The sails force

**West Country's rich cargo at travel trade showcase**

by William Golden

SET sail to British Travel Trade Fair 97 in March and take on board a wealth of tour opportunities in the West Country.

In August and September, a replica of Captain Cook's ship *The Endeavour* moors at Falmouth, Plymouth and Weymouth and will be open to the public.

Bristol is celebrating Cabot 500, marking the 500th anniversary of John Cabot's voyage of discovery to Newfoundland. The Bristol stand will also have details of *Bristol 2000*, the city's plans for tourist attraction developments to celebrate the millennium.

Looking further ahead, plans are well under way for *Cornwall '98*, the World Watersports Festival. This will bring not just watersports and the Cutty Sark Tall Ships Races to Cornwall next year, but also a range of cultural events, theatre productions, concerts and firework displays.

New attractions opening in the West Country in 1997 include Dartington's Barbican Glass Centre, in Plymouth. The doors open for the first time at Easter and there



**19-20 MARCH 1997  
NEC BIRMINGHAM**

will be glass-blowing demonstrations and a visitor centre.

Vardon Attractions opens new displays at its four West Country sea life centres this season. In Weymouth, this is a tropical lagoon that will be a retirement home for sharks from centres across the country.

Great Gardens, of Cornwall, has improved choice of tours for groups in 1997, with an option of helicopter flights to Tresco on the Isles of Scilly. These tours cover five Cornish

gardens, including the Lost Gardens of Heligan, where coach parking is being extended to cope with extra visitors expected during Cornwall's Theatre of Flowers Festival in April.

Among the West Country hotel exhibitors is Cranstar Leisure, which is exhibiting at the show for the third successive year. Cranstar Leisure runs three properties in the region, including the Edgcumbe Hotel, in Newquay, which gets 65 per cent of its business from the groups market. Sue Jesson said: "We welcome the chance to meet and talk to coach operators at the exhibition. They are important contributors to our business."

The British Travel Trade Fair 97 takes place on Wednesday and Thursday, 19 and 20 March, in Hall 9 at the NEC, Birmingham. It is organised by Reed Exhibition Companies on behalf of the English, Northern Ireland, Scottish and Wales Tourist Boards and the British Tourist Authority.

**Pre-register now by ringing the ticket hotline on 01926 435843 (fax 01926 451963).**

## Eurowatch

### WEATHER

City	Average temperature last week	City	Average temperature last week
Amsterdam	-7C/19F	Madrid	5C/41F
Athens	14C/57F	Oslo	-11F/12F
Berlin	-6C/21F	Paris	-3C/27F
Brussels	-9C/16F	Rome	13C/55F
Dublin	0C/32F	Stockholm	-6C/21F
Lisbon	15C/59F	Vienna	-2C/28F
Luxembourg	-6C/21F	Zurich	-3/27F

### DIESEL PRICES

Country	Diesel price per litre in Sterling	Country	Diesel price per litre in Sterling
Austria	0.55	Luxembourg	0.47
Belgium	0.58	Netherlands	0.58
Eire	0.57	Norway	0.71
France	0.51	Portugal	0.47
Germany	0.52	Spain	0.48
Greece	0.42	Sweden	0.65
Italy	0.60	Switzerland	0.63

(Courtesy AA Roadwatch)

### HOLIDAY POUND

Country	Currency exchange rate	Country	Currency exchange rate
Austria	18.16 Sch/£	Italy	2,561 Lire/£
Belgium	53.13 BFr/£	Netherlands	2.90Gld/£
Denmark	9.88 K/£	Norway	10.705 Nkr/£
Eire	0.98 Punt/£	Portugal	260 Es/£
France	8.69 F/£	Spain	217 Pta/£
Germany	2.58 DM/£	Sweden	11.67 SKr/£
Greece	409 D/£	Switzerland	2.23 SFr/£



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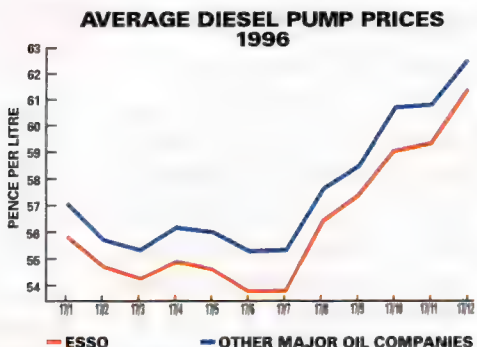
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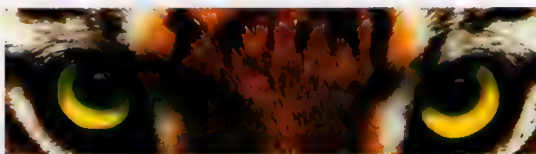
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**PRICEWATCH**



▼ Licensing

# Goldthorpe's authorisation reduced from four to three

 LANCASHIRE schools services operator Peter Goldthorpe, who ran into severe financial problems after losing county council contracts, has retained his licence, albeit with a reduced vehicle authorisation, at a Manchester public inquiry.

Mr Goldthorpe, trading as P&R Coaches, of 214 Station Road, Bamber Bridge, Preston, had been called before North Western deputy traffic commissioner John Levin after a previous decision by the North Western traffic commissioner to revoke Mr Goldthorpe's licence had been set aside because he had not had notice of the hearing after changing his address.

DoT vehicle examiner Anthony Hicks said he had carried out a maintenance investigation in March. He examined two vehicles, both of which were untidy in appearance.

He was unable to carry out a detailed inspection of the vehicles because of the lack of facilities and he issued two defect notices. No inspection records or driver defect reports were available since January 1996, Mr Goldthorpe saying they had been **Mr Goldthorpe had no facilities other than a parking area where vehicles were repaired in the open**

lost when he moved premises.

Mr Goldthorpe had no facilities of his own other than a parking area at Penwortham where vehicles were repaired in the open. Mr Goldthorpe maintained he had notified the commissioner when he changed addresses in June.

He said the business had run into severe financial difficulty after losing Lancashire County Council contracts. At their peak they had held 11 to 13 contracts with Lancashire and they had six when the county finished them at short notice.

That had crippled them.

He had reduced the number of vehicles from six or seven to three and made a lot of drivers redundant. He had entered a voluntary arrangement with his creditors to pay them off at the rate of £250 a month, which would run for four years since last May.

Agreeing he was facing prosecution over a vehicle found to have defective brakes and a defective tyre in June, Mr Goldthorpe said the vehicle concerned was immediately taken off the road and had not been used since.

Two of his three vehicles had recently had fresh MoT tests and the third was about to go through a fresh test. He had to give up his workshop facilities when the financial problems arose, said Mr Goldthorpe. A good deal of the maintenance work was undertaken by his son.

They did what they could at the operating centre and they had arrangements for the use of the facilities of three other operators. Inspections were carried out by a freelance mechanic.

He had a new contract with the Preston College, in addition to an existing one, said Mr Goldthorpe, and he was running a commercial schools service to Longridge.

They also did number of private-hire school trips. In reply to the deputy commissioner, Mr Goldthorpe said they had been through a terrible patch.

The county council had given them a week's notice of the cancellation of the contracts. The reason had been a problem with a vehicle. They had lost five contracts initially because of difficulties over drivers not carrying out their jobs properly.

One was a result of an accusation about a driver fiddling and another was over a driver not adhering to the proper route.

It was so hard to get decent drivers. He had to take pot luck so long as they could drive the vehicles.

After they had lost the first five contracts, they began to struggle with the vehicles because of cash-flow problems, the best contracts having gone.

He agreed he had not cancelled the registrations as he had thought the county would have done it when they sacked him.

Mr Levin said vehicles had been found in a less than satisfactory condition on a number of occasions but Mr Goldthorpe said that, in the last six months since he had got established with Preston College, he had not caused anyone any problems.

Mr Goldthorpe's son Anthony said that, since he had taken over the maintenance in December 1995, there had only

**Mr Goldthorpe agreed he was facing prosecution over a vehicle with a defective tyre and brakes**

been one delayed prohibition for one defect, apart from the incident in June when a driver took out the wrong vehicle.

For Mr Goldthorpe, John Backhouse said steps had been taken to put things on a better basis.

The operation was now substantially different and Preston College had written expressing its satisfaction with the service.


Cutting the authorisation from four to three vehicles, Mr Levin said he could certainly have justified revoking the licence, but he accepted the vehicles were now being regularly inspected and maintenance records were being kept.

He accepted Mr Goldthorpe's "guts" in seeking to keep going, but it did not excuse his maintenance record. Mr Goldthorpe had been put in difficulty over the cancellation of his contracts and was attempting to rebuild, and he hoped he could work his way out of his problems.

The deputy commissioner required financial reports to be sent to the Traffic Area Office every six months and directed there be at least two further checks carried out by the Vehicle Inspectorate in the next 12 months.

▼ Maintenance

# School

 SCHOOL bus operator Loughborough Coach Centre Ltd's three-vehicle licence has been revoked on maintenance grounds.

The company, of New Street, Bedford Square, Loughborough, Leicestershire, appeared at a Cambridge disciplinary inquiry. Eastern traffic commissioner Brigadier Compton Boyd said the company had been granted a licence at public inquiry to replace one held by Jean Trosper about three years ago for a probationary period of three years.

He had made it plain then they needed to take a great deal of care over maintenance in the future. DoT vehicle examiner Gary Hylton said the company used an outside contractor with good facilities and the contract specified inspection periods of four weeks or 6,000 miles.

He imposed an immediate prohibition on one vehicle in November 1995 for a defective tyre and no stop lights during a check at Loughborough Bus Station. That prohibition was varied later the same day after repairs had been carried out. The same vehicle was given an immediate prohibition when it was presented for annual test at the end of July, said Mr Hylton.

There was no braking effort at the offside rear brake plus an air leak. The vehicle was also given a defect notice for a further six defects. A problem with the offside rear brake had been noted on three occasions on the inspection records prior to the vehicle being presented for annual test.

In September the same vehicle was given an immediate prohibition for an oil leak from the engine running on to the exhaust, said Mr Hylton. He was concerned about a possible fire risk. The emergency engine stop was also inoperative.

Two vehicles were being





# bus op's licence revoked

## Vehicle was found to have a defective tyre and no stop lights

by Michael Jewell

operated at that time and the maintenance records showed the inspection periods were not being adhered to, with up to 20 weeks between inspections, said Mr Hylton. He inspected the other vehicle the following week and issued a delayed prohibition because a spring anchor bracket was excessively worn. In December he inspected the one vehicle now being used, and it was in a satisfactory condition, said Mr Hylton.

However, there was a gap of 20 weeks between the last two inspections. He was concerned about the company's ability to maintain its vehicles to an acceptable standard. Many of the

pany's transport manager, said that, in relation to the November 1995 prohibition, unless he had a long neck he could not always tell whether the stop lights were working. He did not admit the tyre was illegal but agreed it needed changing.

The coach concerned was a German MAN and they had had great difficulty in obtaining parts. They had been working on 6,000 miles between inspections and the vehicles had been off the road for periods of time.

Brigadier Boyd said it was an extremely serious matter and

would be back on the road sooner.

As far as the oil leak was concerned, they steam cleaned it off and that solved the problem of it dropping on to the exhaust, said Mr Butler. They would need to strip the engine down completely to do the job properly and they would sooner sell the bus. The emergency engine stop was the outer one, which he only checked once a week.

There had never been any problem with the inner stop. He agreed it was quite an important item. He said it had been an electrical fault that had needed putting right. The worn anchor bracket had been quite missable, said Mr Butler.

He was saying that as there was no reference to it in the previous preventative maintenance inspection record. The vehicle was parked on a lorry park and they relied upon contractors. The vehicles had been off the road an awful lot in the last 15 months and they had spent £15,000 on maintenance in the last 12 months.

Agreeing they had not done any business while the vehicles were off the road, Mr Butler said they had a travel agency and that had supported the coach side financially. The people who had prepared the vehicles for test clearly did not do their job.

Brigadier Boyd said the company was only as good as whoever did its maintenance but Mrs Trosper said they had changed contractors a number of times as they had not thought they had been doing a proper job for them.

Mr Hylton said he would not have imposed a prohibition if the tyre had not been worn beyond the legal limit. As far as

the prohibition imposed at annual test was concerned, the inspection records showed a pattern emerging that there was a possible fault with the slack adjuster.

Mr Butler maintained that a new slack adjuster had been fitted before the test. Mr Hylton said he was concerned there had been another six failure items on the vehicle. The problem with the oil leak had been a worn engine which was pressurised, and the oil found the easiest way out.

It collected in a pool on top of the engine and, if it was washed off regularly, it would remove the fire risk, though not solve the problem. Invoices produced showed one vehicle had been off the road at various periods for approximately five weeks between February and June, said Mr Hylton, but that still left a gap of 15 weeks, and again for around four weeks between July and September. Mrs Trosper said it seemed

**Transport manager  
Roger Butler said that,  
unless he had a long  
neck, he could not  
always tell whether the  
stop lights were working**

they had just been in the hands of other people but Brigadier Boyd said that was the nature of the business. He could not have sympathy with that as he was concerned about road safety.

Mr Butler said they had spent an awful lot of money on repairs, around £300 a week on two coaches. They had considered surrendering the licence as they were totally dissatisfied with the state of the industry and the way it was going.

They intended to concentrate on the travel agency side in the future. They had trusted repairers, who had not always carried out what they had asked them to do. Mrs Trosper said she felt they could cope with operating one vehicle.

Revoking the licence, Brigadier Boyd said it was clear the company had failed to keep its vehicles in a fit and road-worthy condition.

**CBW**



**Pupils paramount: Commissioner said he was concerned about road safety**

defects found could have been acted upon at an earlier date.

Pre-use checks were either not being completed or were not comprehensive enough. Lubrication of key components appeared to be a problem. There was a driver defect reporting system but it appeared to be ineffective.

The annual test results were poor. Both vehicles had failed on initial presentation, a failure rate of 100 per cent. Brigadier Boyd said it was a pretty damning report. It appeared the company's vehicles were not being properly looked after.

Roger Butler, the com-

he would need firm evidence about that, otherwise he would assume the inspections had not been carried out. Mr Butler said the brakes of the vehicle tested at the end of July had been adjusted two or three days before the test and they had passed on the rolling road brake tester at the commercial garage.

The air leak had developed in the 17 miles between Loughborough and the Derby Test Station. He could not believe it when the air leak developed, but he had thought it would be faster to put the vehicle through the test as, if there were any other defects, it



**Q** We have won certain service and other regular contracts which, blocked together, make useful full days work for a number of vehicles Monday to Friday. This work all falls under the domestic hours rules. Thus the drivers we are going to recruit for this work will only have to have one day off in 14. Will they be able to do an occasional private hire at weekends?

DA, Yorkshire

**a** It would seem most improbable that any significant work 'in scope' of the EU hours rules could be done by these drivers if they are working a regular five-day week. I have never understood why people regard hours control on mixed domestic and EU work as complicated (other than the fact there are two sets of rules to comply with instead of one!). As well as two sets of rules there are two principles that have to be remembered.

Firstly: work under one set of rules cannot be counted as rest against the other (although domestic driving counts as 'work' not driving for EU purposes - but driving done under the EU rules does count as driving in the tally against domestic maxima). Secondly: the limits which apply to the work actually being done at any time must not be breached by the combined totals.

While your drivers work out of scope they will be getting three more days off in every two weeks than they need to honour the domestic rules (Made up of two days on one week and one on the other - when the domestic rest day is also taken). But once they do any work that falls within the scope of the EU rules they have to have 45 hours unbroken weekly rest. Although the actual hours of shifts and the ability to reduce (with compensation), or postpone, weekly rest may enable a small amount of EU work to be done, small it will be, because the 45-hour rest period just about gobbles up Saturday and Sunday.

**Q** Further to your answer on 14 December about TUPE and contracts, please see enclosed tender documents for a contract to take over work currently being done by the social work department of the council. It says TUPE will apply and the successful contractor will have to take on the council's driver at a rate of pay almost double the local 'going rate' - not to mention more favourable holiday, sickness and pension rights. There seems to be no way we could tender for it.

AM, Scotland

**a** The question I answered on 14 December was about 'normal' tenders to provide local bus services. I remain convinced that TUPE does not apply to them as they are not transfers of undertakings. They are



## Questions & Answers

the award, by a local authority, of a contract for a finite period (or if not, a maximum of five years). Even if they are direct replacements of something a previous operator had either run commercially or under contract, they are not transferred from him. They are awards of work by the tendering authority to replace something which has ceased, or is about to cease, to exist.

This does not, however, appear to be the case in relation to your question. Although the 'sale' is by tender, the local authority is proposing to transfer something it formerly operated itself to the successful bidder. That does seem to be caught by TUPE. I hope all readers will take heed of the potentially enormous problems that could be caused if they tendered for something where TUPE did apply. Read tender documents very carefully and never take anything for granted!

I do not totally agree with your view that you could not successfully tender for this. As always, the tender price would need to cover the full costs (plus profits) but all tenderers will be bidding on that basis and the council must expect commensurately high prices. What would worry me more is that, if you won it, this employee's wages and conditions could

become the comparator for those of other staff.

You could perhaps establish a separate trading entity to bid for, and operate, this contract. Although that sounds like a lot of trouble for one contract, if the price was right and the employee, for any reason, (sickness, retirement, disciplinary, redundancy, etc) left, you could be sitting on a little gold-mine! Why not offer a price to the local authority for the contract without the TUPE obligation, ie, suggesting they agree some alternative employment for the affected employee?

If you are the only tenderer with the savvy to do this and the council discovers its best financial interests are met by this course of action, you might get what you want on terms acceptable to you.

**Q** Is a coach or bus driver, when conveying pupils to and from school without a teacher or other escort, in loco parentis?

AE, West Midlands

**a** The literal meaning of in loco parentis is 'in the parents' place'. It exists where parents surrender their rights and responsibilities to another. It is long established that teachers are in loco parentis. So are people (teachers or otherwise) who take pupils under the age of 18 camping, on activity holidays, etc. The essential point is that these people are exercising a whole package of care and power of control and discipline such as the parent would otherwise apply. Indeed, the courts have held that teachers must take the same care of their pupils as a careful parent would take of his/her own children.

It is, however, erroneous to assume that at any time when a child is not in the direct control of a parent that someone has got to assume a loco-parentis role. Children walk to school, go unaccompanied to shops (and pubs and discos too!). Veritable armies of children invade fast food establishments as a substitute for school lunches. There is no 'guardian angel' loco parentis protection hovering over youngsters in such circumstances.

A PSV driver is not taking on the whole basketful of parental rights and responsibilities when conveying pupils to and from school - any more than the assistant in the fast food outlet patronised by children.

Furthermore, the PSV driver/passenger relationship is specifically defined by the 'Conduct' Regulations (S.I. 1990 No. 1020). These set out the responsibilities for (and rights of control over) all passengers - not just children. In my view, therefore, there can be no question of a driver being in loco parentis.

Although it goes beyond your question, it might be helpful for me to add that (although I have not actually researched the point) I do believe that, where home-to-school transport is provided by a local authority as an obligation under the Education Acts, the local authority is probably in loco parentis while the children are being carried. Hence its vigilance and concerns about safety, drivers, etc.

CBW

**Questions on coach and bus operation should be sent to: Marksman, c/o Coach and Bus Week, Wentworth House, Wentworth Street, Peterborough PE1 1DS or fax 01733 467154**

**Marksman will answer more questions on 1 February 1997**



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**Q**

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with a knowledge of  
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acquisition of your  
vehicle to its return.

**Q**

How long does the  
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**A**

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hire.

**Q**

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**A**

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comprehensive 12  
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**Q**

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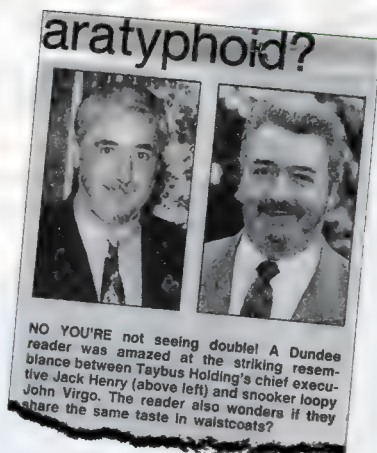
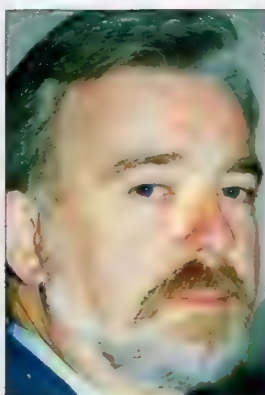


# Seeing double

**S**TAGECOACH md Neil Renilson kindly sent us this cutting from his local newspaper, drawing a comparison between Taybus Holdings' Jack Henry and John Virgo... you know, the funny one on *Big Break*.

"Go on," urges the mischievous

**Peter Virgo... or Henry Shipp, or John Jack, or someone just like them**



Mr Renilson. "Use the wrong photo in your next article about Tayside!"

We'll go one better, and add to the list of John Virgo lookalikes one Peter Shipp, the man who jointly runs EYMS with Godfrey Burley... an absolutely uncanny resemblance and, according to the man himself, everybody agrees.

"I get stopped in the street by people who say 'You look just like.... you know, that bearded chap who works with the witty one....'" said John Virgo (well, he didn't really, but we thought the juxtaposition was funny).

# Wanted poster

**MUCH** though many of us admire the talents of the secret agents who emblazon their colourful graffiti along the grim sidings at King's Cross, there is a time and place for everything.

These feelings are echoed by Cowie Leaside, whose buses are regularly felt-penned by would-be artists. It's more than irritating, it's expensive, and colour video cameras installed

in the upper decks of their vehicles have now managed to incriminate two such school-age vandals.

In conjunction with Wood Green Police, the images of two 'yoofs' are now graffiti themselves - on-bus posters, inviting their pals to shop them for £500. Looks like some schoolkid will be getting a new Sony Playstation, and his mate 100 hours' community service...

# Mistake of the ages

**THE** bloke in National Express's PR office was having one of those days: "Could you disregard the cover sheet on the fax I've just sent you?" he asked, suitably apologetically.

A quick glance revealed why. Under the heading "National Express Tightens Child Travel Rules" was a story about fares being slashed for the over-50s. We admired the fact he'd spotted his mistake before we had...

**CBW**

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1995 M DENNIS DART Auto, 10M, Plaxton Pointer, 40 str bus  
1992 J DAF SB220 Auto, Ikarus Citibus, 48 str bus

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1989 F DAF SB2305 Van Hool Alizee 'DH' 51R/Toilet  
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1989 F DAF MB230LB Plaxton 3500, 52R  
1989 F DAF MB 230LB Plaxton, 51R/Toilet  
1988 E DAF SB2300 Van Hool Alizee, 51R/Toilet  
1988 E DAF SB2300 Duple 340SL, 53R  
1988 E DAF MB230LT Plaxton 3500, 51R/Toilet  
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1993 K MAN, Jonckheere Deauville, 51R/Toilet  
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1990 G VOLVO B10M Plaxton 3500, 49R/Toilet  
1990 G DAF DHTD Duple 320, 57R  
1990 (G) SB3000 VAN HOOL ALIZEE DH, 51R/toilet, air con  
1989 G SCANIA K113 Van Hool Alizee 'SH', 49R/Toilet  
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1989 SB3000 Plaxton 3500, 51/Toilet  
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1987 D DAF 2300 Van Hool Alizee 'H', 49R/Toilet  
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1987 D VAN HOOL T815 51/toilet

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## LETTER OF THE WEEK



# More legislation without thought for the operator

From Alfred Tidey

Recently I parked a 21 seater midicoach outside my in-laws' house while visiting them during my rest period, when taking passengers to Croydon one Sunday evening.

On my departure I found a parking ticket on the windscreen.

On inquiry with the local police they informed me that control of parking had been handed to the local councils.

I phoned the London Borough of Sutton on Monday, who issued the ticket, and was told it would be cancelled because the coach weighed under five tonnes.

Two weeks later I parked another midicoach in the same road and received another parking ticket.

This ticket, too, was cancelled because that vehicle weighed under five tonnes.

The local authority has made by-laws relating to overnight waiting of commercial vehicles which are empowered by the Road Traffic Act 1991 section 66 and schedule 6.

The parking wardens are patrolling the streets of London on motorcycles I understand, employed by a private company on contract to the council.

The wardens cannot judge the weight of a vehicle so they stick a ticket on a vehicle if it seems to be a bit big.

They also have not been told that the weight of a coach is marked on the vehicle or how to convert kilograms to tonnes (I wonder how many people can?)

It follows that coach drivers will have to be very careful when parking in Greater London especially if the coach weighs over five tonnes because there are few authorised parking places for commercial vehicles and not that conveniently located.

Once again it would appear that legislation has been drawn up without much thought into the consequences for coach operators and their drivers.

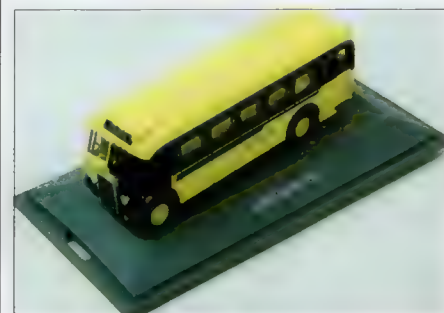
Alfred Tidey  
Crawley  
Sussex

Write to: The Editor  
Coach and Bus Week  
EMAP Automotive Ltd

Wentworth House  
Wentworth Street  
Peterborough PE1 1DS  
fax: 01733 467154  
e-mail: FrankF@  
automotive.emap.co.uk



Keep those letters rolling in. If requested, we will publish them anonymously, but always include your full name (ie, first name and surname), address and telephone number



**CORGI**  
CLASSICS

Letter of the week  
wins a Corgi  
Classics model bus

## PSVs pollute as well

From Len Wright (Norwich)

Like all vehicle preservationist vehicles fitted with petrol engines using leaded fuel, it's a worrying thought that, in the early part of the 21st century, leaded fuel will be banned. I understand, though, it has never been conclusively proved that it causes brain damage in young people and is no more environmentally unfriendly than unleaded fuel.

A recent article in a classic magazine started like this: "I recently bought a cheese and pineapple pizza. Looking at the box it was in I noticed it was made in Germany. Now I could understand if it was made in Italy as they make pizzas a lot better — but why is it necessary to import them from any European country at all? Conversely why is it necessary to take scrap paper and plastic to Italy to be recycled into paper and plastic shoes to be sold in the UK?"

When you think logically about this, the pollution being caused by diesel fumes — despite Euro 1 and 2 engines — from all the thousands of commercial vehicles being used for international trade is far greater than that caused by the few preserved vehicles burning leaded fuel but only used for about six months of the year.

All these thoughts were brought home to me in a recent visit to Oxford where I was taken aback by the amount of PSVs at a busy time of the day running about with fewer than 10 pas-

sengers. All these vehicles were giving off diesel fumes in a confined city. Not only could you smell the pollution but the noise was pretty awful as well.

Unless more environmentally-friendly fuels are adopted for vehicles I can fast see the day when buses are banned from city centres. Everyone is concerned about clogging up the centre of cities by private cars but very little is being done to stop the clogging up of people's lungs by too many PSVs.

Len Wright  
Norwich  
Norfolk

## Is the industry blind?

From Peter Murray

I have always believed in the use of the largest possible destination blind displays. To achieve the greatest utilisation of the blind boxes black masking tape should be minimised if not eliminated. While many operators have adopted large, clear comprehensive displays, most people would agree that London Transport set the standard for the industry.

Recently East Lancashire Coachbuilders commenced production of the Spryte body for midibus chassis. The destination box is big, projects above the roof and is also angled in Nottingham style to reduce reflection, thereby maximising clarity. I am, therefore, astonished to note that the top sections of the boxes appear to

be masked. The result seems to be the provision of an air plough which presumably increases fuel consumption and reduces efficiency.

Has the industry become blind to the use of this equipment?

Peter Murray  
Luton  
Beds

## I'm not Pied Gricer

From John Owen

Reference Rosemary Sutton's letter (CBW, 21 December), I have been mistaken for other people a few times - I've even been seen in one or two places of which I'd rather not be reminded - but I've never had the honour of being cast as the Pied Piper (definitely not the Pied Gricer) of the Transport Ticket Society!

So, for those people who've contacted me for genuine help, or my erstwhile colleagues in the industry who've phoned to take the —, the real John Owen (of the Transport Ticket Society) can be contacted on 01957 28299.

By the way, for a first-class holiday booked through an independent travel agency, try contacting John Owen Travel on 01793 513030 — that's nothing to do with me either!

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# HUGE SAVING

## 1994 M VOLVO B6 CAETANO ALGARVE, 34 RECLINING SEATS

Exterior White, Interior Grey Striped Moquette, Radio, PA, Cassette, Microphone, Wheel Discs, Driver Operated Door, Drivers Fan, Tinted Windows, Peage Window, Double Glazing, Curtains, Continental Door, Seat Belts and Crew seat.

Ref: 0144

## 1994 L VOLVO B6 JONCKHEERE ASCOT, 35 RECLINING SEATS

Exterior White, Interior Blue and Black Moquette (new seats), Radio, PA, Cassette, Front Wheel Discs, Driver Operated Door, ABS, Telma, Side Locker, Double Glazing, Provision for Webasto, Tinted Windows, Crew Seat, Peage Window and Padded Headrest Covers.

Ref: 7073

## 1993 L VOLKSWAGEN OPTARE, 25+5 SEATS

Exterior White, Interior Grey Moquette, Driver Operated Door, Eberspacher, Tinted Windows and Black Gangway.

Ref: 6827

## 1992 J MAN 10.180 JONCKHEERE DEAUVILLE P35, 28/30 SEATS

Exterior Silver, Red, White & Blue, Interior Grey C/S Moquette, Radio, PA, Cassette, Wired for TV, Driver Operated Door, ABS Exhaust, Brake, Side Locker, Saloon Toilet, Double Glazing, Tinted Windows, Curtains, Crew Seat, Air Suspension, Red Carpet to Gangway, Spare Wheel, 3 Part Screen, Peage Window, Servery at rear.

Ref: 6765

## 1991 H TOYOTA OPTIMO CAETANO II, 21 SEATS

Exterior Blue, Interior Grey Moquette, Radio, PA, Cassette, Wheel Discs, Driver Operated Door, Retarder, Tinted Windows, Crew Seat and Curtains.

Ref: 7021



## 1988 E TOYOTA OPTIMO, 18 SEATS

Exterior Cream, Green & Gold, Interior Red Striped Moquette, Radio, Driver Operated Door, Retarder, Tinted Windows, Curtains, Crew Seat and Soft Trim.

Ref: 6681

## 1996 N VOLVO B10M PREMIERE 320, 49/53 RECLINING SEATS

Exterior Cream & Red, Interior Brown Striped Moquette, Telma, Radio, PA, Cassette, Microphone, Front Wheel Discs, Driver Operated Door, ABS, Webasto, Drivers Fan, Courier Fan, Tinted Windows, Double Glazing, Blinds, Continental Door, How Water Boiler, Fridge, Crew Seat, Courier Light and Litter Bin.

Ref: 0165

## 1996 N VOLVO B10M JONCKHEERE DEAUVILLE 45, 49/53 RECLINING SEATS

Exterior White, Interior Grey Striped Moquette, Exhaust Brake, Radio, PA, Microphone, Cassette, Wheel Discs, Driver Operated Door, ABS, Tinted Windows, Double Glazing, Blinds, Continental Door, Seat Belts, Magazine Nets, Crew Seat and Toilet.

Ref: 0151



## 1995 M VOLVO B10M MK IV JONCKHEERE DEAUVILLE 45, 49/53 VOGEL RECLINING SEATS

Exterior White, Interior Grey Graffiti Moquette, Radio, PA, Cassette, Wired for TV/Video, Front Wheel Discs, Driver Operated Door, ABS, Exhaust brake, Side Locker, Toilet, Double Glazing, Webasto, Tinted Windows, Blinds, Continental Door, Crew Seat, Black Gangway, Spare Seats in boot, Tools and Seat Belts.

Ref: 6989

## 1995 M VOLVO B10M JONCKHEERE DEAUVILLE 45, 49/53 RECLINING SEATS

Exterior White, Interior Multi Coloured Moquette, Radio, PA, Cassette, Wheel Discs, Driver Operated Door, ABS, Exhaust Brake, Side Locker, Toilet, Double Glazing, Tinted Windows, Blinds, Continental Door and Crew Seat.

Ref: 6981

## 1994 M VOLVO B10M MKIV PLAXTON PREMIERE 350, 49/53 RECLINING SEATS

Exterior White, Interior Grey, Orange and blue Moquette, Radio, PA, Cassette, Volvo Front, Wheel Discs, Driver Operated Door, ABS, Exhaust Brake, Side Locker, Toilet, Continental Door, Crew Seat, Grey Gangway, Destination Gear and Seat Belts.

Ref: 7065

## 1994 L VOLVO B10M MK III VAN HOOL ALIZEE, 52 RECLINING SEATS

Exterior Maroon & White, Interior Grey & Red Moquette, Radio, PA, Cassette, Wheel Discs, Driver Operated Door, ABS, Exhaust Brake, Side Locker, Toilet, Double Glazing, Tinted Windows, Blinds, Crew Seat, Footrests, and Destination Gear.

Ref: 6745



## 1994 L VOLVO B10M JONCKHEERE 45, 49/53 RECLINING SEATS

Exterior White, Interior Multi Moquette, Driver Operated Door, ABS, Retarder, Tinted Windows, Blinds, Continental Door and Crew Seat.

Ref: 6623

## 1994 L VOLVO B10M MK III JONCKHEERE 45, 49/53 RECLINING SEATS

Exterior White, Interior Green Moquette, TV/Video, Wheel Discs, Driver Operated Door, ABS, Retarder, Toilet, Double Glazing, Webasto, Continental Door and Crew Seat.

Ref: 6823

## 1993 L VOLVO B10M VAN HOOL ALIZEE, 52 RECLINING SEATS

Exterior White Multi, Interior Grey Moquette, Wheel Discs, Driver Operated Door, ABS, Retarder, Toilet, Double Glazing, Tinted Windows, Blinds, Continental Door, Crew Seat, Soft Trim and Wiring for TV/Video.

Ref: 6609

## 1993 L VOLVO B10M EXCALIBUR, 45, 49/53 RECLINING SEATS

Exterior White, Interior Multi Coloured Moquette, Wheel Discs, Driver Operated Door, ABS, Retarder, Sunken Toilet, Double Glazing, Webasto, Continental Door, Crew Seat, Soft Trim and Wiring for TV/Video.

Ref: 6788

## 1993 K VOLVO B10M PREMIERE 320, 49/53 RECLINING SEATS

Exterior White, Interior Grey Moquette, Wheel Discs, Driver Operated Door, ABS, Retarder, Double Glazing, Webasto, Tinted Windows, Blinds, Continental Door, Crew Seat and Servery.

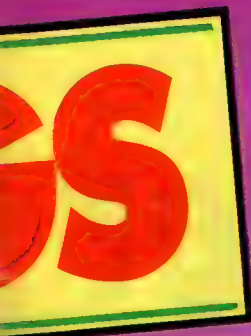
Ref: 6785

## 1993 K VOLVO B10M PREMIERE 320, 49/53 RECLINING SEATS

Exterior White, Cream Interior Multi Coloured Moquette, TV/Video, Wheel Discs, Driver Operated Door, ABS, Retarder, Side Locker, Toilet, Double Glazing, Tinted Windows, Blinds, Crew Seat, Crew Compartment, Fridge, and Destination Gear.

Ref: 7007





# ON ALL YEATES TOP QUALITY USED COACHES



## 1992 J VOLVO B10M EXCALIBUR, 49/53 RECLINING SEATS

Exterior Cream & Red Interior Brown Striped Moquette, Telma, Radio, PA, Microphone, Cassette, Wheel Discs, Driver Operated Door, Air Conditioning, ABS, Webasto, Drivers & Courier Fans, Tinted Windows, Double Glazing, Blinds, Continental Door, Hot/Cold Water, Fridge, Armrest, Crew Seat and Crew Compartment.

## 1992 J VOLVO B10M EXCALIBUR, 49/53 RECLINING SEATS

Exterior Cream & Red Interior Brown Striped Moquette, Telma, Radio, PA, Microphone, Cassette, Wheel Discs, Driver Operated Door, Air Conditioning, ABS, Webasto, Drivers & Courier Fans, Tinted Windows, Double Glazing, Blinds, Continental Door, Hot/Cold Water, Fridge, Armrest, Crew Seat and Crew Compartment.

Ref: 0203

## 1992 J VOLVO B10M VAN HOOL, 49/53 FITTED RECLINING SEATS

Exterior White, Interior Grey, Red and Blue Striped Moquette, Radio, PA, Stereo, Driver Operated Door, Exhaust Brake, Side Locker, N/S Toilet, Double Glazing, Tinted Windows, Blinds, Continental Door, Crew Seat, Soft Trim and Wiring for TV/Video

Ref: 6564

## 1992 J VOLVO B10M PLAXTON EXCALIBUR, 49 RECLINING SEATS

Exterior Silver and Blue Striped, Grey Striped Moquette, Exhaust Brake, TV, Radio, PA, Microphone, Cassette, Wheel Discs, Driver Operated Door, Drivers Fan, Courier Fan, Pannier Lockers, Tinted Windows, Double Glazing, Blinds, Continental Door, Coffee Machine, Fridge, Crew Seat, Crew Compartment and Centre Toilet.

Ref: 7053

## 1991 H VOLVO B10M PARAMOUNT 3500, 49/53 RECLINING SEATS

Exterior White, Interior Grey Striped Moquette, Radio, PA, Cassette, Wiring for TV/Video, Wheel Discs, Driver Operated Door, Exhaust Brake, Side Locker, Toilet, Tinted Windows, Curtains, Continental Door and Crew Seat.

Ref: 6904

## 1990 G VOLVO B10M PARAMOUNT 3500, 51 RECLINING SEATS

Exterior White, Interior Brown Striped Moquette, Radio, PA, Cassette, Wiring for TV and Video, Wheel Discs, Driver Operated Door, Telma, Side Locker, Toilet, Double Glazing, Webasto, Tinted Windows, Curtains, Continental Door and Crew Seat.

Ref: 6901



## 1989 F VOLVO B10M VAN HOOL, 52 RECLINING SEATS

Exterior White, Interior Brown Striped Moquette, Radio, PA, Stereo, Front Wheel Discs, Driver Operated Door, Exhaust Brake, Side Locker, Double Glazing, Tinted Windows, Curtains, Crew Seat and Soft Trim.

Ref: 6444

## 1993 K DENNIS JAVELIN PREMIERE, 57 SEATS

Exterior Blue, White and Gold, Interior Grey Moquette, Radio, PA, Cassette, Front Wheel Discs, Driver Operated Door, Exhaust Brake, Side Locker, Double Glazing, Tinted Windows, Curtains, Crew Seat and Wiring for TV and Video.

Ref: 6645

## 1990 G LEYLAND TIGER (CUMMINS 290) PARAMOUNT 3500, 49 RECLINING SEATS

Exterior Blue, Interior Grey Striped Moquette, Radio, PA, Stereo, Driver Operated Door, Telma, Side Locker, Toilet, Double Glazing, Tinted Windows, Webasto, Curtains, Continental Door, Crew Seats, Crew Compartment, Soft Trim, Aircraft Lockers and Wiring for TV/Video.

Ref: 6574

## 1989 F MERCEDES 0303 RHS, 53 RECLINING SEATS

Exterior Red and Cream, Interior Red Moquette, Radio, PA, Cassette, Wheel Discs, Driver Operated Door, ABS, Exhaust Brake, Side Locker, Webasto, Tinted Windows, Blinds, Continental Door, Crew Seat and Air conditioning.

Ref: 6973

## 1989 F MANUAL INTEGRAL JONCKHEERE DEAUVILLE 45L, 48 RECLINING SEATS

Exterior White, Red, Yellow, Interior Brown C/S Moquette, TV/Video, Radio, PA, Microphone, Cassette, Wheel Discs, Driver Operated Door, Air Conditioning, Through and Rock Lockers, Rear Window, Tinted Windows, Peage Window, Double Glazing, Full Drawn Curtains, Tea/Coffee Machine, Seat Belts, Armrests, Crew Seat, Toilet.

Ref: 0158

## 1988 PRIVATE SCANIA JONCKHEERE P99, 74 SEATS

Exterior Blue and Grey, Interior Grey Moquette, Radio, PA, Cassette, 2 monitors Upstairs, 1 monitor downstairs, Video, Wheel Discs, Driver Operated Door, Telma, Boot Locker, Toilet, Double Glazing, Webasto, Tinted Windows, Crew Seat, Fridge and Sink.

Ref: 6964

## 1983 PRIVATE MAN VAN HOOL DOUBLE DECKER, 49/11 SEATS

Exterior Grey, Red and Black, Interior Grey Moquette, Radio, PA, Cassette, Wiring for TV/Video, Wheel Discs, Driver Operated Door, Side Locker, Toilet, Webasto, Tinted Windows, Blinds, Continental Door, Crew Seat and Compartment.

Ref: 7040

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## 1992 J VOLVO B10M EXCALIBUR, 49/53 RECLINING SEATS

Exterior Cream & Red Interior Brown Striped Moquette, Radio, PA, Stereo, Front Wheel Discs, Driver Operated Door, Exhaust Brake, Side Locker, Double Glazing, Tinted Windows, Curtains, Continental Door, Crew Seat and Crew Compartment.

## 1992 J VOLVO B10M EXCALIBUR, 49/53 RECLINING SEATS

Exterior Cream & Red Interior Brown Striped Moquette, Radio, PA, Stereo, Front Wheel Discs, Driver Operated Door, Exhaust Brake, Side Locker, Double Glazing, Tinted Windows, Curtains, Continental Door, Crew Seat and Crew Compartment.

## 1992 J VOLVO B10M EXCALIBUR, 49/53 RECLINING SEATS

Exterior Cream & Red Interior Brown Striped Moquette, Radio, PA, Stereo, Front Wheel Discs, Driver Operated Door, Exhaust Brake, Side Locker, Double Glazing, Tinted Windows, Curtains, Continental Door, Crew Seat and Crew Compartment.

## 1992 J VOLVO B10M EXCALIBUR, 49/53 RECLINING SEATS

Exterior Cream & Red Interior Brown Striped Moquette, Radio, PA, Stereo, Front Wheel Discs, Driver Operated Door, Exhaust Brake, Side Locker, Double Glazing, Tinted Windows, Curtains, Continental Door, Crew Seat and Crew Compartment.





INVESTOR IN PEOPLE

# People power

**Clarkes of London is using Investors in People as the vehicle for change, says quality and management consultant, Peter Everard**



**C**LARKES has always lived up to its "Simply the Best" motto which, in Clarkes' minds, means getting better all the time and leading from the front. The desire to be a benchmark for the industry led it to be the first coaching company to aim for Investors in People.

Clarkes was established by Ernest (Snowy) Clarke and his wife Lillian about 40 years ago. Bill, Snowy's son, and wife Tania Clarke played an active part in the company's development, buying out Snowy and Lillian in 1972. Since then, the company has grown to be one of the largest privately-owned and independent coach operators in the South East. However, it has remained very much a family business with a family feel. Bill and Tania's two daughters, Debbie Newman and Paula Marks, after commercial careers, are now executive directors.

With a fleet of just seven coaches in 1972, Clarkes has expanded in recent years and now has around 100 full-time staff and a state-of-the-art Volvo chassis fleet of around 80 coaches. Based in Lower Sydenham, south east London, the company operates from a purpose-built 2.6-acre site. Clarkes primarily provides high-quality services throughout the UK via agents for visitors from the USA, Europe and the Far East.

Clarkes has always had extremely high standards and throughout its 35-year history has always been highly successful and has aimed to lead the coaching industry from the front. The workshops have been granted the status of MoT Testing Station by the Department of Transport and are fundamental to the high quality condition of all the company's vehicles. The role of staff as ambassadors of the company has also long been recognised, and training has always been a top priority.

Clarkes' recognition that there is

always room for improvement led it to embark on a process of transformation that would enable it to become a strategic organisation poised for the next century and the new challenges both from the outside world and the coaching world.

For example, Clarkes had to find a way to maintain prices linked to the quality of service during a period of 25 per cent growth in fleet and personnel. The company had to plan carefully, adopting a proactive management style to ensure it came through the period of transition smoothly.

To guide it through this period of significant reorganisation, Clarkes engaged the expertise of south-east based management consultants, the Everard and Smeed Partnership (ESP). Prior to ESP's involvement, the Clarkes culture did not involve any formal meetings or forums for open communication between management and staff.

Although the directors always had a distinctive master plan in their heads, it was never formally laid down as a business plan nor communicated throughout the organisation as a company vision. 'Best Practice' was the ideal Clarkes wanted to meet and this would involve the creation of a business plan, the setting out of goals and the evaluation of the resulting implementation and achievement - Investors in People would be the catalyst to allow the company to embark on this self-diagnostic process.

A new organisational structure was put in place involving the family directors and a tier of functional managers, each responsible for a discrete part of the operation and staff within it. The new team has recognised the need to continue to focus on a complete company training effort, and to make the communications systems with all staff clear to achieve optimum performance. Having investigated several





INVESTOR IN PEOPLE



**'Investors develops people to meet an organisation's needs and helps individuals to fulfil career aspirations. It also spurs employers to improve the way they manage their workforce and, therefore, their business'**

**Clarkes: CBW industry award winner in 1995 and 1996 and first to aim for Investors in People**

different approaches, the Investors in People (Investors) framework was chosen as the ideal vehicle to support this process. Work to achieve the standard got under way in the Summer of 1994 and covered all aspects of the company.

Investors develops people to meet an organisation's needs and helps individuals to fulfil career aspirations. It also spurs employers to improve the way they manage their workforce and, therefore, their business, with consequent positive effects on workforce and business performance.

Investors enjoys widespread backing from all sides of the British industrial and political scene. Within the National Targets for Education and Training, for example, an objective has been set for 70 per cent of all organisations employing 200 or more employees, and 35 per

cent of those employing 50 or more, to achieve the standard by the year 2000.

Fundamental to Clarkes' attainment of Investors was the way in which it addressed the sizeable gap between management and staff perceptions of the company practices and systems. Individual, in-depth staff interviews, a staff/management survey and a SWOT (Strengths, Weaknesses, Opportunities, Threats) analysis were undertaken. Key issues were brainstormed by all interested parties to realise all possible problems and solutions and the jargon of management and training was cut through to enable clear communication in plain English.

● In a fortnight, read how Investors gained commitment from the employees and how Clarkes saw it could be used to begin to move the company through the enormous task of self-evaluation and transformation.





# Taylor made



**Today's competitive economic climate means an IT graduate like Maxim Taylor (left) is ideally suited to run this family-owned business.**

**Alan Millar reports**

**T**HE future of family-owned coach businesses rests with people like Maxim Taylor who, today, shares day-to-day control of the 80-year-old Hampshire family firm, Taylors of Sutton Scotney, with his mother Alexandra. He's a university graduate who understands computers at least as much as B10Ms or Javelins and who is thinking of how the 26-vehicle coach and school bus business must adapt to meet the challenges and demands of the 21st century.

With that sort of pedigree, you would guess correctly that this isn't a man who had to join the family business. His father Basil, who died about a year ago, was more likely to have dissuaded him and it was widely assumed that he would end up much further afield. "I came straight out of university about four years ago and chose to go straight into the business. My father never tried pushing me into it. I was doing IT at university and presumed I would go into a computer-related job."

Instead, there's a pile of computer manuals in his office and, with an air of possibly false modesty, he says he enjoys "playing around" with computers. "We've got

booking details, information for drivers and all the invoicing details. It's all linked into the accounting system and there's very little actual paperwork involved. As soon as a booking comes in, we can post an invoice the same day. Before, it used to wait in a pile for typing."

That keeps Taylors – serving a triangle bounded by Andover, Basingstoke and Winchester – on a par with the better computerised coach companies around the country, but Maxim Taylor is already working on the next stage, The Internet. "We only joined it at the end of November, but I hope it might serve a purpose for us, communicating with suppliers and looking for customers outside the UK, especially in the United States."

Without giving away too many secrets, he says he hopes to be able to reach sources of incoming business from the States without having to deal with intermediaries. "You find that most establishments in the States are a few years ahead of us in the IT field. If we want to keep our heads above the water, we have to catch up with them."

At a more down-to-earth level, Taylors has begun to take action to cope with a shortage of PCV-trained drivers in the area. There's no obvious cause, although good hourly rates at Stagecoach's Hampshire Bus subsidiary may have played a part. Now, Taylors is starting to train up some hitherto inexperienced drivers, but it isn't prepared to drop its standards. "I'm quite strict on who we will employ," says Mr Taylor. "We always check out references for applicants and are alert to danger signs like someone who frequently moves jobs."

And Maxim Taylor does know his B10Ms, Javelins and other inescapable aspects of coach operation as much as he understands computers and personnel selection.

The fleet, in fact, is a complex mix of different sizes of vehicles suited to the various market niches that Taylors exploits. At one extreme, there are four executive coaches while at the other are nine Bristol VR double-deckers and some single-deckers dedicated to school contracts. There also are three Iveco Daily minibuses,



**Taylors is the only operator of school deckers in the area**

the Coach Manager system for Windows and it's working quite well. We've had it in for six months and it has made the job a lot easier. There are fewer errors, we spend less time writing things down and it's easier for invoicing.

"In one system, we've got all the





**Mix and match: the Taylors fleet is a complex mix of vehicles**

two Toyota Optimo 21-seaters and a pair of Berkhof-bodied 35-seat midicoaches – one based on a Dennis Javelin, the other on an MAN.

Mr Taylor says the smaller vehicles are particularly useful. "We bought the Ivecos to replace three six-year-old Mercedes minis which could have lasted longer but were getting a bit past their sell-by date for our customers. We use two for school contracts, but we've had one of them fitted with air conditioning, reclining seats, magazine racks and carpeting for small-group private hires. Normally, on those hires, we would give them a 35-seater, but we find we get groups of 10 or 12 people going for long distances and this is more suitable."

The Optimos do a mix of hire and contracts and, in his experience, are limited mainly by their restricted luggage capacity. "We have looked at the Optimo's competitors, but we don't feel that they look the part."

After 18 months, he says the two 35-seaters are the busiest coaches in the fleet. "They are out all the time on private hires, excursions and holidays. We find that group sizes are not up to 50-plus people and we get a very good reaction to these coaches when numbers are low. In this area, there are quite a few parts of the country which are difficult for access in and out – and the midis are a lot more economical than 12-metre vehicles."

Indeed, he has some strong views on the fuel economy of the larger coaches on the market today. "It's time that manufacturers started to address this issue. Ideally, I would like to get 13 mpg out of every coach in the fleet. Certain vehicles do that, but the worst performers are around 9 mpg on average. Most coaches, as they have gone through Euro 1 and now Euro 2, have

become less economical, even if they are quieter and cleaner, whereas cars seem to have met more stringent standards and become more economical. Fuel costs are becoming a more and more important part of total costs. They used to be insignificant."

Although school contracts help provide all-year income for the business and employment for a core team of drivers, they are not without their own longer-term worries. As the only operator of double-deck school buses in the area, Mr Taylor realises that they will have to be replaced sooner or later with something more suited to the needs and expectations of tomorrow. "There's no parent lobby against them now, but I can see it happening. Personally, I don't see them doing more than another four years," he says.

"The pressure to replace them will come from the general public because of the lack of safety features, and from the European Union which seems to want to get rid of double-deck vehicles. I think you will find them being replaced with economy coaches with around 70 seats in them. But we could only use them for 190 days a year and they would be no good outside school term." At today's values, he says these vehicles would need to sell for a maximum price of £90,000 if operators are to afford to buy them.

And that is the view of a man who believes it is possible to dictate the rates for which his company will work – even to persuade education authorities to pay annual inflation-indexed rises. "If you push for good rates, you can achieve them if you also show your customers that your service is worth the money. Operators shouldn't be scared to raise their prices."

**CBW**





AW GROUP

## Lewis's passengers are 'over the moon'

**Luxury Iveco EuroRider with Beulas bodywork bringing in the repeat business for long-established Rugby-based operator**

THIS stylish Iveco EuroRider with Beulas bodywork has joined the fleet of Rugby-based operator Lewis's Coaches.

The luxury coach comes as standard with 49 seats, toilet, full, factory-installed air-conditioning, anti-wheelspin, anti-lock braking, Telma retarder and 345 bhp engine. Norman Lewis says that's just the thing for his family firm.

"People are getting a bit more particular about the coaches they travel around in," said Mr Lewis, the third generation to run the company. "Nearly all the excursion and tour passengers we carry are

by Mark Williams

repeat business, and they are absolutely over the moon with this vehicle."

Mr Lewis said the new coach would help build on an excellent year's trading, with business improving in all areas, including European tours: "Excursions and private hire have been particularly good," he said.

"And I'm very pleased with the EuroRider. It's very attractive and a modern shape, the seats are comfortable, and its engine is very powerful."

Lewis's was established in

1904 by Norman Lewis' grandfather.

It still trades from the same, two-acre site in the centre of Pailton village, and Norman's son Trevor is now involved in the running of the company, as is Norman's wife Doreen.

The company has its own travel shop in Rugby, Lewis's Travel Bureau, from which it sells its own products.

It runs 14 vehicles, most of which are Javelins and all of which have Plaxton bodywork. The fleet includes three school buses but, of the remainder, nothing predates 1988.



PLAXTON

## Deckers to low-floors

COWIE subsidiary County Bus & Coach has converted two south Essex double-deck routes to low-floor midi operation with a baker's dozen of Dart SLF Pointers.

The routes, which link Grays and Romford with Thurrock's Lakeside Shopping Centre, were considered a natural choice for low-floor, since they are used extensively by young mothers and the elderly.

"We introduced a new timetable and new buses as part of a drive to make the service more attractive," said County Bus chief engineer Adrian McGee. "These are bus routes, yet we are finding the new Pointers are already attracting a significant number of parents with baby buggies, taking advantage of the first-class access."

They are County Bus's first low-floors, though it runs 40 conventional Pointers. The new buses are 42-seaters with three tip-up seats. They join a fleet of 220.

HUGHES DAF

## A truly international

ON Time EU has picked a Dutch chassis and Belgian bodywork for its first, full-sized coach... this Van Hool Alizee on DAF SB3000.

The European style of the company name should be a big enough hint that this Wandsworth operator is a truly international company,







## International company

providing transfers for incoming groups, and run by a partnership of two Italians.

"We got our first full operator's licence three years ago," said **Ciro Vidali**, whose business partner is **Lucia Masotina**.

"The core of our business is transfers, but we also do sight-seeing trips

and private hire."

As a first foray into coaching, the Van Hool is a royal introduction. The 49-seater has air-conditioning and all the usual refinements of a top-quality machine. If it didn't, Mr **Vidali** says he would be faced with lower prices for more hassle.

"Tour operators deal on two levels - price and quality. If you drop the quality you have to put the prices down, but older vehicles will give much more trouble.

"So far, the DAF has been fine... though, since delivery, there hasn't been much call for the air conditioning."



## DENNIS

## Darts don't need subsidy

**DENNIS'S Coaches'** six Dennis Dart SLFs have proven so popular that the small independent has ordered two more. The **Plaxton Pointer**-bodied low-floor buses were bought by the **Ashton-under-Lyne** independent last Autumn in response to direct demand from its passengers. Even without any subsidy of any sort, they have proven a profitable purchase.

**Dennis's** had tried to get grant aid for the capital cost but failed. In

the end, director **Roy Cooper** decided to go ahead anyway.

"A growing number of our customers were aware other operators were running low-floor buses and we were increasingly being asked when we were going to introduce them.

"The response from our customers has been excellent. I'm very pleased," said Mr **Cooper**. "We are allocating them to specific duties."

**CBW**





## Insurance add

SUSSEX-based Commercial Vehicle Management has added insurance to its package of lease and hire for the coach and bus industry.

In conjunction with Hanover Park Group plc, it can provide its Transure vehicle and ancillary insurance, plus two packages which insure against operators becoming unable to repay their finance. Keyman Life provides life cover, and Keyman Plus adds accident and sickness to the cover.

"The development of our services reinforces our corporate philosophy of offering customers a choice of solutions tailored to suit their requirements from one source," says Ian Woodley, general manager of CVM, a member of the Lease Plan Group.

Details from CVM on 01903 858270.

# Program assesses risk related to new regs

Health and Safety at Work Act provisions are set for major changes from next year, says Mark Williams

**W**HEN the Provision and Use of Work Equipment Regulations 1992 come into force next January, a computer program being offered by Longlands Advisory & Consultancy Services may seem a worthwhile investment.

The 25 new regulations

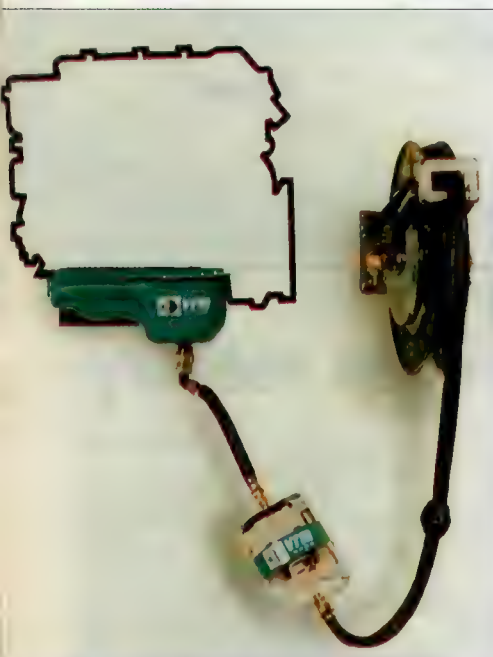
replace much of the Health and Safety at Work Act 1974, applying to all equipment, from hammers to vehicle lifts.

The Windows-compatible programme, jointly developed by Longlands Advisory & Consultancy Services and Pilz UK, systematically assesses risk in all areas of PUWER, then automati-

cally generates all the necessary documentation.

The *Puwer & Simple* programme costs £150 but is reduced for existing LACS and Pilz customers.

Contact LACS on 01642 300100, fax 01642 300893, e-mail 100765.1274@compuserve.com.



The new VRM Oil Change System

## Easing your oil changes

OIL changes can be messy and time-consuming, and repeated removal of the sump drain plug inevitably increases the risk of it loosening or the seal being broken.

The VRM Oil Change System being marketed by Alentec Orion uses a once-in-a-lifetime replacement drain plug with a built-in valve, and a low-pressure pump which both removes and replaces oil.

Alentec claims the device can remove engine oil in under a minute and replace it in about the same time... an operation which normally takes 15 minutes. And for the doubters, it has produced a video which is free to CBW readers.

Contact Alentec Orion on 0116 243 3343, fax 0116 243 2306.

## Roof-mounted fan may be boon for conversions

A SUPER-slim roof-mounted ventilator fan from Pacet Manufacturing could be a welcome addition to many van-based vehicles.

Conversions sometimes suffer from poor ventilation for the simple reason that their original equipment is purely for the benefit of the front seats. Surrounded by glass and sometimes with no opening windows, passengers can be stifled.

Pacet's new fan is both stylish — extending only 40 mm above the roofline — and practical. The wedge-shaped dome, which incorporates a forward-facing splash dam, has a 12 volt or 24 volt fan built into it. Air can be extracted or blown in through the black grille on the interior.

For details, contact Peter Eva at Pacet, on 01628 526754, fax 01628 810080.



## Guide to engine parts

AE Auto Parts has a new applications guide to its parts range for German engines.

The T&N subsidiary claims its range is the most comprehensive in the market, covering a wide range of German-built commercial vehicles. All are manufactured to OE specifications, says AE.

Contact AE Auto Parts on 01274 723481, fax 01274 308746.





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67473/CM

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45 seater Plaxton Supreme, fitted carpets throughout, seat-belts, additional entry step, radio P/A, private plate, MoT April 1997

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*includes numerous spares*

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67486/AEC

## 1985 VOLVO B10M Plaxton Paramount 3500

49/53 recliners with O/S centre demount toilet. Double glazed, Webasto, full draw curtains. To be sold with 1 years MoT. Service history from new.

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53 recliners, recently retrimmed  
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W016/474/CM

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Preferably with Duple Caribbean body, must have a manual gearbox, prepared to wait for the right vehicle

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## B10M VOLVO VAN HOOL ALIZEE

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**£60,000**

**Tel: 0191 488 2430**

W016/352/CM

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**£25,000 + VAT**

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49 recliners plus courier, rear offside demountable toilet, continental door, Webasto, telma, ferry lift, double glazing, curtains, drinks machine, radio, cassette and pa system, wired for video, carpets under seats, full MoT, immaculate condition .....£59,750

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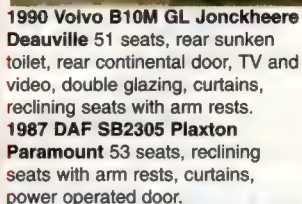
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**Paramount 3500** 49 seats, reclining  
seats with arm rests, rear sunken  
toilet, rear continental door, Telma  
retarder, courier seat, double glaz-  
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67519/LE

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Some with recent engines and long MoT's

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52 seats, private plate, new test.

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seater minibus, fitted with high back  
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67561/EE

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no VAT. **Tel: 01226 382473.**

67389/LE

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tested July '97, new engine fitted Nov '95,  
very clean and straight. **£12,000 + VAT**  
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67584/LE

**1983 LEYLAND TIGER, Plaxton**  
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TV/video, drinks machine, 49 seats, toilet,  
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67491/LE

**1991 H LEYLAND DAF DIESEL 200**  
SERIES, fitted with 8 forward facing seats  
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67555/LE

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32 reclining seats with belts,  
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heating, in immaculate  
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Late **Leyland Leopard** or  
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67565/MAN

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**608D 1982 Y REG, REEVE BURGESS,**  
19 seats, used on excursions/tours, MoT  
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recliners, toilet, TV, servery, 8.5 metres,  
new test, 500 engine, part exchange wel-  
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67572/ME

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coach seats, all removable or 6 wheel-  
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67574/ME

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67571/ME

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new Diptac 300mm + floor height, 29+  
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**LUXURY DIESEL 16 seat high roof,**  
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Immediate delivery, also luxury wheel  
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### TOYOTA/CAETANO OPTIMO

1988, 19 seats, owned by us  
from new, recent engine  
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**£16,000 + VAT,**

**CHOICE OF 2**

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turbo, 18 seats plus courier, blown air,  
50,000 miles on factory engine, excellent  
condition, **£16,000 + VAT. Tel: 01323**  
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taxed and tested July 97, recent engine  
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good clean all round vehicle. **£16,500 +**  
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minibuses with seatbelts and underfloor  
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67503/MB

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### F 88 OPTIMO

6 cylinder turbo, executive,  
16 reclining seats with  
tables, lamps, video, drinks,  
fridge, Caetano's 88 show  
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simply stunning

**£19,950 + VAT**

**FINANCE FROM £85 P/W**

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Choice of 16-21 seat layout,  
6 cylinder turbo, full luxury  
specification, PA, stereo,  
tables, full service history,  
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6 cylinder turbo, 21 seat +  
courier, full luxury spec with  
PP, blown air etc, lots of  
service

history, excellent condition,  
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**£16,995 + VAT**

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### N 95 LDV 400 DIESEL

Luxury 16 seat Mini-coach. Brand  
new conversions. Lowered front  
entry step, high back moquette  
seats with 4-point inertia reel belts,  
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6-speaker stereo, full COIF.

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IMMEDIATE DELIVERY

MERCEDES 814D NOUVELLE EXECUTIF  
MERCEDES 711D, 24 seats with courier and boot

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LEYLAND DAF 400, 16 seats

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1991 h reg mercedes 609D, 19 + standees, service bus  
1990 H REG FREIGHT ROVER, 16 seater  
1989 MERCEDES 308D, 14 seater  
1989 G REG BEDFORD Midi, 14 seater  
1989 F REG MERCEDES 609, 19 seater with power door  
1989 G REG MERCEDES 609D, 19 seater coach with seat belts  
1986 C REG RENAULT MASTER, 14 seater  
1976 LEYLAND LEOPARD, 53 seater, Plaxton Supreme

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LEYLAND DAF CONVOY as above but dual purpose with wheelchair lift

FORD TRANSIT 230, 16 forward facing seats, Hi roof, LWB, parcel racks, 4 point belts, FOR IMMEDIATE DELIVERY AND IN BUILD, also wheelchair access

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(up to 15 vehicles)

814 Enterprise, 33 high back coach seats covered in moquette with lap retractable seat restraints, tip-up arm rests, moquette centre trim, single power glider door, tinted windows in black anodised frame, 8 fluorescent interior lights, 16 rack reading lights, stereo radio cassette, 8 speakers, fitted in luggage racks, extractor fan, 2 saloon heaters, 2 quad vents, dropwell boot, full air ventilation - £59,950.

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67507/MM

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1988 (F) 11 seat PSV. MoT until Nov 97. Safron yellow with grey interior.

Radio/Cas .....£1800 + VAT

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67375/MB

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1990/1 G and H Iveco 49.10 "New Generation" TurboDaily, Phoenix Mark II bodywork, 5-speed manual, power steering, 23 or 25 seats, power doors, luggage pen, DpTac handrails and bell pushes, Purno saloon heating, four now available, outstanding condition and value .....from £9,995 to £2,495 each

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1989/90 F/G Talbot Pullman minibuses with Ratcliffe rear-mounted tail lifts, 12 coach seats and 3 wheelchairs, also certified for 16 seats, power doors, one owner, choice of two being refurbished and finished in your livery from just .....£5,495

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1988 E Freight Rover Sherpa Carlyle Mark II with heavy duty automatic gearbox, 20 seats, power doors, good acceleration and pleasant to drive, one only .....£3,295

1987 MCW MetroRider MF150/3 Midibuses, 23 seats, Diptac handrails, Perkins 6-litre/Allison 4-speed gearbox, power steering, power door, attractive red patterned moquette seating, full soft trim interior, extra ventilators, saloon heating, very good specification. Choice of four, some with current MoT's available immediately.

1989 F Renault S56 Mark II 21-seat dual purpose coach, Northern Counties bodywork, coachbuilt front, automatic gearbox, disc brakes, Telma retarder, Autolube, green moquette interior, very unusual vehicle, one only .....£6,495

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1986 C Mercedes 608D Reeve Burgess 20-seat buses, power doors, beige moquette seating, soft trim interior, excellent workhorses ..at just £5,495 each

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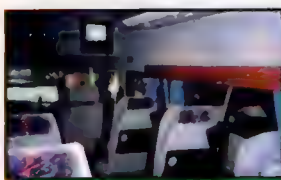
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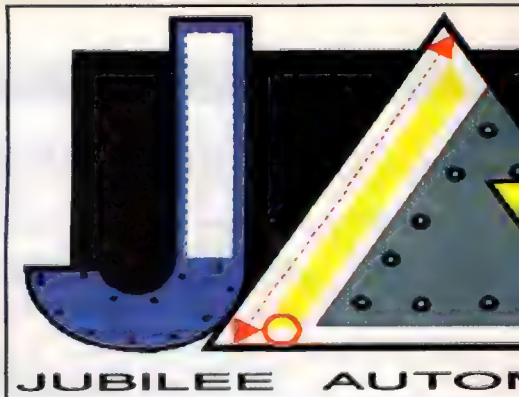
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Full roll over cage, twin impact bars, crash tested seats and belts, USA safety spec, fire systems etc, etc.



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From 12 to 24 passengers with options for plug door, crash tested seating and belts, TV, video, air con, PA systems. Luxurious and stylish.



**AX-S for WHEEL-CHAIR ACCESS.**  
For several years now we have been recognised as the market leaders in producing wheelchair access vehicles which afford style and dignity to all.



**RENAULT B110 MESSENGER TD.**  
This superb vehicle accommodates up to 19 passengers or 16 with an enormous boot. It is also ideal for wheelchair access carrying up to 10 wheelchairs.



**CONVEYOR RANGE.**  
If you demand quality but insist on economy our Conveyor range is for you. Designed to offer stylish simplicity. The ideal bus for local contracts.



**CRUISE-MASTER RANGE.**  
Our superb 14-16 seater mini coaches are seen everywhere in the UK. These are the vehicles which set you aside from the pack. True quality and luxury.

**LIBERTY MOBILITY RANGE.**  
Jubilee now offers the widest choice available for individual wheelchair access vehicles with over 200 specs and options on offer.



\*Vat is applicable on all prices

#### 17-24 SEATERS BUSES + COACHES

Over the years, Jubilee have produced some of the finest Executive Midi Coaches on the road today. Attention to detail, superb design features and stylish good looks afford our customers the privilege of standing out from the crowds in a competitive market place.

Just a few examples:

**P IVECO FORD 49-10 TD** Conveyor 19 seater contract midi bus. Hi-back seats, power door. Small rear boot, lap belts and much more for just **£27,995 or £131 per week**

**P IVECO FORD 49-10 TD.** Executive Pullman 19 seater. IN STOCK NOW. This superb midi coach is beyond compare. It has the lot. **£35,995 or just £178 per week**

**P RENAULT MESSENGER B110 TD.** 18 seater midi bus and midi coach range. Extra rugged construction. Choice of specifications from **£28,995 or just £139 per week**

**P MERCEDES BENZ 611 TD** luxury 19 seater midi coach. Full sized M3 coach seats. Options for plug door, skirts, air con, TV, from **£37,995 or just £187 per week**

**P MERCEDES BENZ 711 TD.** Super luxury 24 seater with rear boot. This is simply the best executive midi coach in the UK. All options. From **£44,995 + VAT**

**P SERVICE BUSES AND STAGE CARRIER.** Jubilee cover a full range of Mercedes and Iveco Ford vehicles. Please give us a call with your requirements. IF IT'S QUALITY, DURABILITY AND STYLE YOU WANT - IT HAS TO BE JUBILEE!

#### FINANCE AND LEASING



As Licensed Credit Brokers, Jubilee can offer an extensive range of finance and leasing plans tailored to the individual requirements of our customers.

Our finance lease plans offer the advantage of low low outlays or even NO DEPOSIT, with your part exchange covering the full amount. Add to this 100% TAX RELIEF and you can see why many of our long term customers come back for more and more.

PLEASE ASK FOR AN INSTANT COMPUTER GENERATED QUOTATION.

**Plus - WE ARE SO EASY TO FIND**

**Just 1 mile from Junction 9 of the M6 and 3 miles from Junction 1 of the M5**

**SO WHY NOT COME ALONG AND SEE US ... YOU'LL BE GLAD YOU MADE THE EFFORT!**

#### WHEELCHAIR ACCESSIBLE VEHICLES

**M LDV 400 D AX-S.** M2 seating/belts. Lux trim. New conversion. PLS under floor chair lift. Low entry steps. Choice from **£20,995 or just £110 per week**

**M FORD TRANSIT Diesel** 8 seater with wheelchair tracking. Choice of specs and layouts including M2 seats/belts, etc. From **£11,995 or just £65 per week**

**N FIAT DUCATO Diesel** 8/11 seater with wheelchair tracking. Choice of 3 low mileage mint condition vehicles. Various specs from **£13,995 or just £76 per week**

**H VAUXHALL MIDI** with chair lift. Low mileage, mint condition 6 seater with tracking for 2/3 wheelchairs. Only **£8995**

**P JUBILEE** are the leading UK manufacturers of wheelchair accessible vehicles. Our range of AX-S and Liberty buses is huge. Please call us with your requirements.

#### PEOPLE CARRIERS

**STAR BUY ... VAT qualifying vehicle ...**

**N Galaxy 2.0 GLX.** 4000 miles only. Fully loaded. A chance to reclaim the VAT on a nearly new vehicle. Only **£14,995 + VAT**

**M VW CARAVELLE 2.4 D SLX.** 7 seater in immaculate condition, c/locking, pas, elec windows etc. Choice of 2. **£13,995**

**M NISSAN SERENA 2.3 D SLX.** Pas, elec windows, c/locking, twin sunroofs, choice of 2 7 seater with very low miles. **£13,995**

**L ESPACE 3.0 RXE.** 7 seater lux people carrier, pas, elec windows, c/locking, twin sunroofs, superb condition, only 47,000 recorded miles. **£11,495**

**N ESPACE 2.0 RXE.** This luxury people carrier is in immaculate condition, all extras as above, fsh. Just **£11,495**

Many more people carriers available ... please give us a call!

#### PART EXCHANGES TO CLEAR

**F RENAULT MASTER** Petrol with lux seating and belts + wheelchair access. **£2495**

**E IVECO FORD 349.10** 21 passenger, wide body service bus with power door. **£4495**

**E VW CARAVELLE Diesel.** Luxury 7/8 seater with rear luggage space + seat belts. **£2495**

**E VW TRANSPORTER** with wheelchair access. Diesel. Seat belts. 8 seater for **£2495**

**E RENAULT TRAFIC** 14 seater Petrol. Seat belts. Bargain for just **£1500**

**H FIAT DUCATO MAXI LWB Hi top** with Ricon chair lift and wheelchair tracking. **£7995**

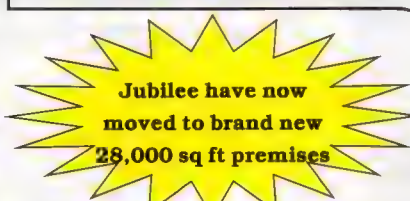
**H FORD TRANSIT** Hi roof Petrol with Ricon chair lift, lux seats and wheelchair tracking. **£8495**

**G FORD TRANSIT** with wheelchair lift and tracking + seat belts. **£6995**

**F TRANSIT LWB Diesel.** Tested. Seat belts. Untidy but only **£1400**

**G TALBOT TRIAXLE** Diesel with tail lift, in good condition, sensible mileage for year. **£8000+VAT**

**E MERC 307 D Motor Home.** twin berth, wash room, cooker, fridge, icebox, wardrobe, etc. **£6000**



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### NEW STOCK

611 MERCEDES, 24 seats, coach spec, luxury, power door. Stock  
814 MERCEDES PLAXTON, full luxury, 33 seats (1 week).  
711 MERCEDES, 29 seats, coachbuilt, power door, seat belts. Stock  
711 MERCEDES, Alexander, 29 seats, service bus spec, diptac. Stock

### USED

1994 (L) FORD TRANSIT 15 seater + driver, seatbelts.  
1993 (L) MERCEDES 814 Plaxton Beaver Coach Spec  
1991 (H) MERCEDES 811, 33 seats, coach spec, dual purpose  
1990 (H) TOYOTA OPTIMO, 21 seats, luxury, tv, etc, choice.  
1990 (H) FORD TRANSIT Petrol Crew Bus  
1989 (pp) MERCEDES 814, extended van conversion, 26 seats, power door  
1987 (D) MERCEDES 609, 19 seater

67259/MB

BRIDGE STREET, NEWBRIDGE, NR EDINBURGH

CONTACT JOHN LEITCH on 0131 333 2001

or EVENINGS 01357 521888

## FOR SALE

M reg LDV, diesel, hi-top, new conversion to 16 seats, PSV test, moquette seats, seat belted, finished in blue, full spec. £9,995  
M reg LDV, diesel, hi-top, new conversion to 16 seats, PSV test, moquette seats, seatbelted, finished in white, full spec. £10,450  
M reg TRANSIT, 15 seat, newly converted. £10,995  
L reg LDV, turbo diesel, 16 seats. £8,450  
L reg FORD TRANSIT, 15 seats, new conversion to PSV spec, diesel £8,995

### WAITING FOR CONVERSION

N reg LDV, hi-top, diesel, choice  
CONVERSION TO CUSTOMER SUPPLIED VANS  
LEYLAND DAF, conversion for 17 seat £2,599  
FORD TRANSIT, long wheelbase, 14 seat £2,400  
FORD TRANSIT, short wheelbase, 12 seats from £1,950

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### NEW LDV CONVOY

16 high back seats, 3 pt lap/diag seat belts, vents, Kwikvent, tinted glass, luggage racks, 6 speaker rad/cass, wheel trims, flush int. lighting, 12 months road tax.

16 SEATER CONVOY  
wheelchair accessible

16 SEATER TRANSIT  
230 spec as above

Call now for immediate attention

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0410 102981

Finance and Leasing available

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## SCANIA

53' DAF 200 MB Lag Galaxy 53+C. 24 Splitter gearbox, radio/PA/cassette and continental door. Please contact Scania Bus & Coach UK Ltd for further details on 01900 500622

1989 SCANIA K92 DUPL 320SL. 55 reclining seats, curtains, radio PA, Econocruise, seatbelts every seat, owned from new, MoT March 97. £52,000 ono + VAT. Sims Motors, 019467 23227.

67557/SC

1984 SCANIA K112, 53 seats, Carrosserie, Jonckheere, full MoT, £32,000. 1982 Leyland Tiger, manual box, £12,000, breaking for spares. P.J.K. Tel: 0131 663 7918.

67563/SC

## VARIETY OF MIDIBUSES FOR SALE

23-33 seats, Mercedes, Sherpa/Ford engines, new vehicles have arrived so no realistic offer refused, 15 vehicles in total  
01633 251 917, Mr King

67250/MB

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DUE TO ARRIVAL OF NEW VEHICLES WE HAVE FOR SALE

1987

### SCANIA K112, PLAXTON 4000

71 recliners plus courier, toilet, PA, wired for video, 2 tables, fridge, water boiler, curtains, drivers bunk, MoT

£55,000 ono + VAT

GOOD CONDITION

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Weston-super-Mare

01934 635635

66435/SC

## SCANIA

1985

### SCANIA 112

### JONCKHEERE P50

53/57 reclining seats with belts, video with large monitor, Jason drinks machine, carpets, radio, PA, Telma, power door, private plate, good locker space, 1 year's MoT

£39,500 ovno

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Premier Coaches

67364/SC

## NEOPLAN

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### Neoplan Cityliner

NEW MERCEDES OM422 ENGINE (SEPT 95)

Fully Documented history (from new!!!)  
Full Exec, 49 recliners, WC/washroom, TV/video, radio/cass/PA, drinks, boiler, fridge, Tempo 100, drivers bunk (with 2 way phone), variable speed limiter, fully carpeted, blinds and curtains, Trebe anti-theft alarm, white unilveried, 1984 - two owner/drivers from new. For sale due to retirement

£35,000 or serious offers

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67382/NE

## SETRA

## Silver Coach Lines OF EDINBURGH



Offer for sale three Kassbohrer Setra S215HR Mercedes engined coaches all with long MoT's, all registered April 1989. These coaches are low mileage and in immaculate condition. Fitted with 53 reclining seats, courier seat, fridge, radio/pa, curtains, carpets, wabasto, A.B.S. Full service history available. Maintained to highest standards. Full inspection required to fully appreciate the quality of these coaches. Fleet update to full executive standard the only reason for early disposal. Regret no part exchanges but excellent value for money cutting out the middle man at £85,000 plus VAT each. Call 0131 5545413 for arrangement to view asking for Ivan or Kevin.

*Silver Coach Lines,*

81 SALAMANDER STREET, EDINBURGH.

TEL: 0131 5545413; FAX: 5533721

67465/SET

## VEHICLES FOR HIRE



### BUS RENTAL

Scania 112 Buses for hire. Fitted with 47 seats, Van Hool dual purpose bodywork. Ideal for contract or local private hire work. Recently painted all white. Smart, modern vehicles at competitive prices. Short or long-term rates, exclusive of maintenance.

For further information telephone David Gouge

0181 745 7639

Transport Services (Heathrow Airport Ltd)

67282/VPH

## TOYOTA

### 1990 TOYOTA OPTIMO (G Reg)

6 cylinder turbo, 21 seats plus courier seat, full luxury spec, mint condition.

£17,500 + VAT

WRAYS OF HARROGATE

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67486/TO

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Say you saw it in **CBW**



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### FOR HIRE

#### MCW Metroriders

23/25 seats, Cummins  
Allison Auto, MoT'd.

From £28.50

+ VAT per day.

Minimum 1 month

Tel/Fax:

Andrew or Simon  
on 0151 227 4022,  
Mobile 0585 417  
847/0402 075402

67456/VFH

## VEHICLES SALES MISCELLANEOUS

### COACHES FOR SALE

#### DOUBLE DECKS

1986 NEOPLAN SKYLINER Double  
Decker, Oct 1986, on Private Plate. Usual  
spec, 77 seats, wired for video, Gardiner  
6LYT engine, good test £37,500

1990 SCANIA K113 VAN HOOL  
ASTROBELL Double Decker, 67 seats.  
Usual extras, toilet, servery etc.

Tested until Oct 1997 £80,000

BRISTOL VRT, 77/78 S Reg, Gardner  
engine, 74 seats, long test, very clean £42,500

#### SINGLE DECKS

1992 SCANIA K113 VAN HOOL  
TRI-AXLE Single Decker. Enclosed back,  
rear toilet, 49/52 recliners, radio/PA/Video,  
5-speed Splitter box, long test £95,000

1987 LEYLAND DOYEN Royal Tiger  
exec spec, 49 Vogel recliners, toilet, radio,  
PA, wired for video, re-con engine recently  
fitted £25,000

1987 SCANIA VAN HOOL ALIZEE  
Usual exec spec, newly repainted white,  
tested £50,000

#### MINIBUS

1987 SHERPA 20-SEATER  
DORMOBILE Fitted seat belts, taxed  
£1,550

#### PX CONSIDERED

All prices plus VAT @ 17.5%

#### KEEN TO SELL

Reasonable offers will be considered on all  
the above.

#### G. ABBOTT & SONS

Aumans House  
Leeming, Northallerton  
North Yorkshire DL7 9RZ  
01677 422579 or 422150

67402/VSM

2x 1990 DUPLÉ 425, 53 recliner, full  
executive including toilet, boiler, fridge  
and video, owned from new and in nice  
condition .....£55,000 each

DAF 1989 DUPLÉ 340, 53 recliner, full  
executive including toilet, boiler, video  
and fridge, owned from new and in nice  
condition .....£45,000

VOLVO VAN HOOL, 49 seater, full executive  
including toilet, boiler, video and  
fridge, with full air conditioning, GX chas-  
sis .....£70,000

RENAULT 19 SEATER COACH, fixed  
recliner with arm rests, radio PA,  
Webasto heating, carpeted, first regis-  
tered 1989, 10,000 miles from new  
.....£12,000

BEDFORD PLAXTON PARAMOUNT,  
1987, 53 seater, first class condition  
.....£23,000

01538 306618

Staffs

67369/VSM

## BLYTHSWOOD MOTORS LTD

1175 ARGYLE STREET, GLASGOW

All Mercedes 2 years warranty  
or 200,000 kilometres  
Choice of coach builders

NEW MERCEDES VARIO MARSHALL, 33 manu-  
al with retarder, not air, 97 Dip-tac, stock

NEW MERCEDES 811, Plaxton, extended coach-  
built, 33 service or semi coachseats, 12 standees,  
Diptac, wide door, Auto (Allison box), or Manual.  
Telma. Auto. Stock

NEW MERCEDES 709 29 + 8 Standees with Power  
door, Diptac, choice of bodies + Auto. Stock

NEW MERC 711, Service bus, coach built, 29 +  
standees. Stock

NEW MERCEDES 814L, coach spec 37 seats air  
sus, Pdoor, large boot. Stock £79,000

NEW MERCEDES 814, diesel, extended coachbuilt  
luxury, coach spec, power swing door, large boot,  
forced air, 33 coach seats. Stock £58,000

NEW MERCEDES 711 Turbo, coach built, 29 lux,  
Pdoor, i. boot, coach spec. Stock £47,000

NEW 711 Turbo, conversion. 24 seat Luxury, boot,  
P swivel door, coach spec. Stock £43,000

NEW MERCEDES 611D, 24 seats, full spec, boot,  
power door, luggage racks, radio cassette, coach  
spec. Stock £41,000

MERCEDES SPRINTER 412 Lux 16 Turbo. Stock

MERCEDES SPRINTER 412 16 wheelchair. Stock

NEW TRANSIT 16 hi top, LWB, stock.

NEW TRANSIT 14, diesel, 5-sp, s/door. Stock.

NEW FORD TOURNEO, 9 seat, diesel. Stock.

NEW DAF 400, diesel, 16 PSV, coach spec. Turbo.

NEW DAF, 16 hi roof, Convoy. Stock.

#### WHEELCHAIR PSV IN STOCK

LEYLAND DAF CONVOY, turbo and non turbo, 5  
chairs, 16 lux. Stock.

NEW TRANSIT, 16 or 5 w/chairs, Tailift.

NEW MERC 412 Sprinter, 18/5 w/chairs. Tailift.  
Stock.

NEW MERC 611, 24/6 w/chairs, Tailift. Stock.

#### ALL OPEN TO REASONABLE OFFERS

96 MERC 709, service 27+ pen

96 MERC 814, 33 coach spec

96 MERC 709, service 23+ pen, and Plaxton

96 MERC 711 PLAXTON, 25 coach spec

87 RENAULT DODGE, service bus, 29+ standees

96 B10 PREMIER, 49/53, d/glazed, fridge, coffee  
machine

94 MERC 709, service 29+ standees.

93 MERC 609 24 coach spec, tested

91 LEYLAND DAF, 16 High roof spec.

90 MERC 709, 25 pdoor, boot, tested

90 TOYOTA OPTIMO, 21, tested

90 TRANSIT LWB, Petrol, 12 seats.

90 TRANSIT, 15 PSV diesel. Tested.

90 TRANSIT, LWB 12 seat diesel PSV

89 DAF, Algarve exec 11.8, toilet, TV

89 MERCEDES 208D, 12 seats

89 TRANSIT Diesel, 14 PSV tested

89 VOLVO B10, 32, 53 + TV, easy shift

89 and 88 DAF BERKHOF SBR 3000, 75 seat  
exec d/deck, toilet, monitors, good trim, ready to  
work, tested

88/89/90 TALBOT, triaxles. 22+ standees.

88 VOLVO B10 ALGARVE 53 exec, TV, choice of  
2

88 TRANSIT 14 diesel, PSV, tested

88 MERC BEAVER 811, 30 + toilet

88 FREIGHT ROVER, 16 diesel, PSV coach

88 TRANSIT, 12 PSV, SWB, Diesel

88 TRANSIT, 12, Petrol

88 TRANSIT, 14 diesel, PSV

87 MERC 814, 29 seats, new test.

87 B10 VOLVO, Plaxton 3500 exec 49, toilet, TV

87 BEDFORD PLAXTON EXEC 3200, 28 reclin-  
ers, toilet + servery

86 VOLVO B9, 33 coach seats and standees and  
boot.

86 RENAULT DODGE, 20 service, auto

86 R/DODGE, 25 seat, 5 speed

86 MERCEDES 608D, 21 coach seat. Tested.

86 VOLVO B9, Plaxton 33 coach seat + boot and  
standees. Autobox

86 BEDFORD, Power Steering, 31 seats or 7  
wheelchairs

85 SETRA, exec, 49, toilet, TV

84 B10 VOLVO BERKHOF, executive, TV, toilet

84 MAN VAN HOOL ASTRON, 61 seats, toilet.

83 DODGE R BURGESS, diesel, auto, 17 F dr.

82 B10 GOLD LINER, 53 seat exec.

82 BEDFORD, 35 seat, 8.5 metres.

82 VOLVO VAN HOOL ZF, auto, 49 exec.

82 DENNIS, V8 auto Alexander Service Bus

80 BEDFORD PLAXTON, 31 recliners, tested

79 LEOPARD SA, retrimmed throughout

79 VOLVO IRIZER, 49 seats

78 LEYLAND Duple, express doors

78 LEYLAND EXPRESS Duple, 53

77 LEOPARD, re-trimmed new test

77 AEC ZF, retrimmed throughout

77 BEDFORD PLAXTON 45 tested, very clean

WANTED FOR CASH - MINIBUSES & MIDBUSES -  
ALL MAKES & SIZES. ALSO GOOD ON COACHES.  
IMMEDIATE HP SETTLEMENT.  
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Due to extensive new vehicle replacements The Kings Ferry are  
please to offer this selection of very high quality used vehicles all  
coming with full service histories. We are sure these  
vehicles cannot be matched for  
specification or condition.



Mercedes Setra 215HD. '90 G reg.

49 + courier, toilet, fridge, coffee machine, TV/video, radio/pa,  
continental door, double glazing, webasto, air conditioning.  
Choice of 2



Daf Bova Futura. '90 G reg.

47/53 + courier. Demountable toilet.

fridge, coffee machine, radio/pa, driversbunk,

air conditioning, choice of 2 - 1 with long

water tank and 1 with fridge and video



Probably the best paramounts  
ever made! The highest spec, 53 seats  
on the market! Mercedes 3500, 1991 H reg.  
Paramount. '91 H reg. 53 seats, fridge,  
coffee machine, TV video, radio/pa, continental door,  
double glazing, webasto, air conditioning. Choice of 2



These are very high spec. midis and  
not to be confused with other products!  
May 1990 Bedford Excellence 1000midi '93 L reg. 33  
reclining seats + courier. Double glazing,  
toilet, fridge, coffee machine, TV/video, radio/pa,  
telma, webasto and air conditioning. Choice of 2

All these coaches come with long MOT's or we will  
retest without hesitation. Come and look at these vehicles. I  
guarantee you will not be disappointed, and do not forget on  
our vehicles everything works.

Telephone (01634) 377577 to view

67477/VSM



# VEHICLES SALES MISCELLANEOUS

## NEW TOYOTA OPTIMOS AVAILABLE IMMEDIATELY

- 1979 LEYLAND LEOPARD, 53 seater, DOM II
- 1980 VOLVO B58 VIEWMASTER
- 1982 TIGER SUPREME VI, 55 seater, ZF box
- 1983 DAF LAG PANORAMIC, 53 recliners
- 1988 VOLVO B10M PARAMOUNT 3500, 51 seater, Exec
- G Reg MERCEDES 814 PLAXTON BEAVER, 35 seater coach
- 1990 LEYLAND DAF 2.5 DIESEL, 16 seater, factory conversion
- 1990 H 811D MERCEDES STARIDER, 25 seater
- 1991 LEYLAND DAF 2.5 DIESEL, 16 high back seats
- 1991 TOYOTA OPTIMO II, 18 seater

**\* SECURON SEATBELTS NOW AVAILABLE FROM STOCK \***  
**WANTED - YOUR SURPLUS VEHICLES - FOR CASH**  
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 WE CAN ALSO CARRY OUT SERVICING AND REPAIRS

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 convenience on this superb product.  
 Delivery available March.*

*We look forward to hearing from you*  
**A SELECTION THIS WEEK . . .**

- 1996 MERCEDES 814D MELLOR COACHCRAFT, 33 high back luxury coach seats, air power door, forced air ventilation, drinks machine, choice of two.
- 1995 (Dec) MERCEDES 711D MELLOR COACHCRAFT, 25 high back luxury coach seats, air power door, forced air ventilation, drinks machine.
- 1992 DENNIS JAVELIN (Low Driver) PLAXTON PARAMOUNT 3200, 53 reclining seats, white and grey exterior. New MoT.
- 1989 (Nov) VOLVO B10M PLAXTON PARAMOUNT 3500, 51 reclining seats, courier seat, toilet, continental door, Telma retarder, Webasto, immaculate condition.
- 1988 LEYLAND FREIGHT ROVER 350, Crystal Conversion, 16 seater minibus, white and blue exterior, grey interior.
- 1987 BEDFORD PJK POWER STEERING, PLAXTON PARAMOUNT 3200, 29 seater, new MoT, available now.
- 1986 IVECO CAETANO VIANA, 19 seater coach, blue/grey interior, two tone blue exterior, power door, MoT 23/05/97.
- 1983 LAG GALAXY, 49 retrimmed reclining seats, courier seat, rear offside toilet, continental door, wired for video and monitor, double glazed, curtains, white/blue exterior, blue/grey interior, sold with new MoT.
- 1983 MERCEDES 0303 JONCKHEERE BERMUDA, 49 seats, saloon toilet, white exterior, grey/blue interior, MoT 01/10/97.
- 1983 VAN-HOOL ACRON, 49 reclining seats, courier seats, toilet, new MoT.
- 1980 VOLVO B58 CAETANO ALPHA, 53 seater, white exterior, autumn tint interior, power door, MoT 13/06/97.
- 1979 BEDFORD PLAXTON, 53 seater, MoT 10/05/97, nice condition

**IVECO BUS**

67483/VSM

AEC RELIANT 760, Plaxton Supreme, 1979, long MoT, seatbelts, £4500 + VAT.  
 Ford Plaxton Supreme R1114, 1980, long MoT, seatbelts, £3250 + VAT. Tel: 0171 476 8986. 67498/VSM

T REG VOLVO B58 DUPLÉ, 53 seater, Grant doors, MoT Nov 97. Engine guaranteed till Aug 98, good condition. £10,000 ono + VAT  
 C REG FORD 8.5 MTR, 35 seater Plaxton Paramount 3200, MoT Sept 97, good condition, seat belts fitted £22,000 + VAT. 53  
 DUPLÉ SEATS, red check. £250 + VAT. Telephone: 01373 836303. 67509/VSM

1990 NEOPLAN SKYLINER, 73/77 seats, ex Ebdons, excellent condition £95,000

1989 DAF SB3000, VAN HOOL, low driver, 51 seats, d/glazed, centre continental door, toilet, bunk, TV/video, drinks, recon box just fitted, low mileage, excellent condition £75,000

1988 NEOPLAN SKYLINER, 73 seats, recon engine late 96, never Nationaled or Trathened, VGC £75,000

1978 (T) BRISTOL VR, ECW body, Lowbridge, choice £4,500 inc tyres  
 PART EXCHANGE CONSIDERED FOR ANY OF THE ABOVE

Tel: 01268 783878

67373/VSM

## COACHES For Sale

### SINGLE DECK

1989 (F) VOLVO B10M VAN HOOL ALIZEE, 49/53 seats, tv/video, boiler, owned since new, excellent vehicle £6,900

1989 (G) VOLVO B10M Mk III, Ikarus Blue Danube, 53 seats, just sprayed all white, owned since new, vgc £49,000

1989 (PP) DAF SB3000, Caetano Algarve, 49/53 seats, tv/video, toilet, new MoT, recon engine, vgc £54,000

1983 (PP) MERCEDES 0303, Jonckheere P50, 49 seats, toilet, boiler, new MoT, vgc £27,000

1982 (PP) SETRA KASSBOHRER, 52 seats, radio/cass/pa, vgc £30,000

### DOUBLE DECKER

1986 (C) NEOPLAN SKYLINER, usual spec, 75 seats, toilet, boiler, Gardner GLYT engine £44,000

P/X CONSIDERED.

ALL PRICES PLUS VAT

FOR SALE DUE TO NEW ARRIVALS

**SWALLOW COACH CO**

Tel 01708 630555;  
 01708 228116 (eve)

67476/VSM

1989 VOLVO B10M AUTO, Plaxton 3500, 49 seats, MoT Sept 1997, full spec, £65,000.

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67385/VSM

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1985 B10M Berkhof, ZF auto gearbox, rebuilt eng, repainted and painted white, 53 seats, tested September 97

1983 B10M Duple Goldliner IV, 46 seats and toilet, tested March 97

1982 B10M Duple Dominant IV, 46 seats and toilet, tested February 97

1980 B58 Air/Leaf Plaxton Supreme IV, 12m, 51 recliners, tinted glass, curtains, semi auto gearbox, tested July 97

### DAF

1982 MB 200, 12M PLAXTON SUPREME IV, tinted glass, curtains, 53 seats and courier, private plate, test March 97

### LEYLAND TIGER

1986 Duple 320 Express, semi auto, 53 seats, ring for details

1983 Duple Dominant IV, single glazing, 55 retrimmed seats, 12m, express doors, semi auto, gearbox, tested July 97

1983 Duple Dominant IV Goldliner, 51 seats, 12m, semi auto gearbox, tested, choice

1981 Duple Dominant II, 51 seats, 12m, semi auto gearbox, tested, choice

1985 Royal Tiger Doyen, 47 reclining seats and courier, toilet, fridge, servery, etc, tested November 97

### LEYLAND LEOPARDS

1980 Duple Dominant 1, Phase II, express doors, 53 seats, test October 97

1979 Plaxton Supreme IV Express, 53 bus seats, test May 97

1978 Plaxton Supreme IV, 12m, exhibition unit, panelled windows, soft trim interior, rear lounge, 240v Onan generator, awning etc

### LEYLAND NATIONAL

1980 Mk II, 680 engine "B" series spec, 49 seats, test October 97

### LEYLAND ATLANTIAN

1978 AN68, Alexander body, 86 seats, test January 98

### DAIMLER FLEETLINE

1977, Alexander bodies, 74 seats, - choice

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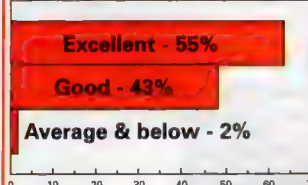
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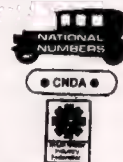
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**Coach and Bus Week – Tel: 01733 467144**



# Appointments & Tenders

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## NOTTINGHAMSHIRE COUNTY COUNCIL PLANNING & ECONOMIC DEVELOPMENT

Nottinghamshire County Council Public Transport (Operations) Group are seeking expressions of interest from qualified consultants who wish to be placed on a list to receive tenders to deliver a programme of training in Customer Care (including Disability Awareness) during 1997/98 for drivers of contracted local bus services within Nottinghamshire.

Expressions of interest including details of qualifications, experience and Company Profile must be received by 1st February, 1997 by

**Director of Planning & Economic Development**  
Nottinghamshire County Council  
Public Transport (Operations) Group  
Trent Bridge House  
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For the attention of Paul Harvey

For an informal discussion telephone Chris Saffell on 0115 9774515 or Paul Harvey on 0115 9774843



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If you are interested in joining a talented team of staff in an extremely dynamic environment please submit your application to:

**The Human Resources Manager, Citybus Limited,**  
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67294/APP

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67472/APP



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**NATIONAL EXPRESS**

67490/APP

Coach and Bus Week ending 18 January 1997

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# Appointments & Tenders

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## TRANSPORTATION DIVISION

### ARE YOU INTERESTED IN RUNNING BUS SERVICES IN SUFFOLK?

In accordance with section 89 of the Transport Act 1985, Suffolk County Council is undertaking its annual updating of its register of operators to whom invitations to tender for local bus (including taxi-bus) services are automatically sent. Tenders for services are let throughout the year.

If you are interested in running local services in Suffolk, and think that you are not already on the register, please write to: Public Transport Group, Environment & Transport Department, St Edmund House, County Hall, Ipswich IP4 1LZ or tel (01473) 583339.

Results of previous tenders are published as appendices to reports to the Council's Transport Committee and are available for inspection at County Council offices and libraries.



**Suffolk County Council**  
Environment & Transport

67471/TEN

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67463/APP



## OPERATING MANAGER

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Further information on this post can be obtained from Pat Daley, General Manager, Westbourne Park Garage on 0171 792 9630.

Please apply in writing, including a comprehensive Curriculum Vitae, to the Personnel Manager, CentreWest London Buses Limited, 3rd Floor, Macmillan House, Paddington Station, London W2 1TY by Monday 3 February 1997.

**CENTREWEST**

67475/APP



## Are you interested in providing School Contract Services in Greater Manchester?

GMPTE is seeking to increase the number of vehicles available to work its extensive network of school contract services which currently convey over 2 million passengers annually on home to school journeys.

GMPTE intends to take an increasingly flexible and imaginative approach to the procurement of school services, with a wide range of contracts on offer including:

- + Contracts available in all the ten districts of Greater Manchester
- + Both net cost and gross cost contracts
- + All sizes of buses and coaches required from minibuses to double deckers
- + Journey specific contracts and contracts based on the supply of agreed amounts of hours and miles in specific areas at specific time periods
- + Range of contract lengths from one to five years
- + Local bus service and private hire contracts
- + Assistance with the provision of ticket machines, etc.

If you are interested in finding out more about providing school contract services in Greater Manchester contact  
**The Bus Services Department at GMPTE  
on 0161-242 6273  
or by fax on 0161-242 6275**

GMPTE

67466/TEN



## Appointments & Tenders

Tel: 01733 467144 Fax: 01733 467154

### ATTENTION ALL COACH OPERATORS

Europe's largest coach tour operator is inviting coach companies with quality single deck vehicles to apply for "UK Feeder Services" contracts (England and South Wales).

Please write in the first instance with a company profile and fleet details to:-

**D.W. Stewart-Paver, General Manager,  
COSMOS COACH TOURS LTD**

17 Homesdale Road, Bromley, Kent BR2 9LX

67516/APP

### TRANSPORT/BOOKINGS MANAGER LONDON MIDDX

Young enthusiastic person not afraid of hard work or unsociable hours. This position requires a 100% commitment to our further expansion. If you are looking for an easy ride until retirement, then don't apply. This position requires you to control 40 vehicles of mixed sizes on Private Hire, contract work and our own short breaks. You must be able to communicate at all levels and lead by example to obtain the best performance from your staff, be conscientious and organised in all aspects of administration and hold a PVC and CPC Inter Licence, please send CV and salary required to:

**Box No 67515, EMAP Automotive  
Wentworth House, Wentworth Street,  
Peterborough PE1 1DS**

67515/APP

## Business Development Managers

### Bus and Coach Division

All Areas

£30,000 - Company Car

Plus excellent benefits

Dawsonrentals philosophy of providing the best products combined with a total commitment to customer service has enabled us to very quickly establish ourselves as a significant force in the bus and coach industry.

Responsible for developing sales within our expanding Bus and Coach Division, you will be looking to increase market share for short term rental equipment, and obtain and develop Operating Lease and Contract hire business, whilst building relationships with dealers and manufacturers to promote and expand incremental business.

You will have extensive knowledge of this industry, preferably with previous rental and leasing experience, be organised, resilient and motivated by success.

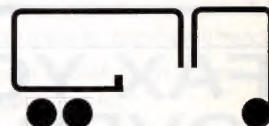
Your efforts will be rewarded with a highly competitive salary which can be further improved upon if you are a true performer. In addition, you will receive a range of benefits, including a quality company car, pension scheme, health cover, life insurance and the type of progressive career opportunities which can only be offered by a growing company.

Please apply in writing including a full CV to:

**Michael Williams, Managing Director,**

**Dawsonrentals Ltd,  
Delaware Drive, Tongwell,  
Milton Keynes MK15 8JH**

The vehicle for your ambitions



Dawsongroup

67274/APP

## London Transport bus services

London Transport Buses will shortly be inviting tenders for the operation of the following London Transport routes:

**133 Liverpool Street - Tooting Broadway**

**235 Sunbury - Brentford**

**237 Hounslow Heath - Shepherds Bush**

These routes will be tendered on the basis of net cost contracts.

The above routes form part of the current network and as part of our ongoing commitment to provide the best possible services, routes may be subject to change as part of the tendering exercise.

If you are interested and have already submitted your pre-qualification documents then you need take no further action at this stage.

However if you are interested and have not completed London Transport's pre-qualification system for bus service tendering then you must do so by 14th February 1997 in order to receive invitations to tender for the above routes.

Pre-qualification documents are available by writing to:

**Mr T Wynne, Buyer  
London Transport Buses  
172 Buckingham Palace Road  
London SW1W 9TN  
Telephone 0171 918 3812**



**London Transport  
Buses**

### EXPERIENCED TOUR DRIVERS REQUIRED

Part time, seasonal and full time  
London area.

C.V. to:

**BOX 173  
LONDON  
SE10 9AP**

Telephone 0181-858-0031

67518/APP

## COACH AND BUS WEEK

*Classified Deadlines*

Booking .....TUESDAY 1600

Bookings requiring Proofs .

.....MONDAY 1200

Cancellation.....

.....MONDAY 1200

Coach and Bus Week ending 18 JANUARY 1997

Say you saw it in **CBW**



## ▼ Bus

# FirstBus clerk in boardroom

Lowland woman a worker-director

by Ian Martin

LOWLAND senior clerk **Jean Weatherhead** has been appointed new employee non-executive director at FirstBus.

The three-year post comes after the retirement of her predecessor, **Robert Barclay**, who

retired late last year. Mrs Weatherhead is the first woman to take the role of employee director.

She has worked at FirstBus subsidiary Lowland since 1986, and is senior clerk at Berwick-on-Tweed. She has been employee director at Lowland for two years.

## ▼ Manufacturing

## Porch picks up plumb job

AUTOMOTIVE sealant and adhesive experts LJF have appointed **Roy Porch** sales manager for their automotive division.

Mr Porch has 17 years' experience of the industry in OEM and aftermarket sales, having worked for SICA and Gurit Essex. He will work for the company - a sister company of oil giant Total - from its Leicester offices.



Roy Porch: 17 years in trade

## ▼ Government

## Young and Watts get new PPSs

**SIR George Young**, Secretary of State for Transport, and colleague **John Watts** each has new Parliamentary Private Secretaries.

Sir George will work alongside Hexham MP **Peter Atkinson** while Mr Watts' PPS will be **Dr Robert Spink**, MP for Castle Point. Mr Atkinson was previously PPS to Jeremy Handley and Sir Nicholas Bonsor at the Foreign Office, and Dr Spink was PPS for Ann Widdecombe MP before becoming a minister of state at the Home Office. **CBW**

## ▼ Coach and Bus

# Traffic commissioners not 'answerable'

ALTHOUGH **Christopher Heaps** takes over as Western area traffic commissioner, he will not be 'answerable'

to senior traffic commissioner, Michael Betts as stated in last week's **CBW**.

Like all traffic com-

missioners, Mr Heaps is independent, is appointed by, and only answerable to, the secretary of state. The

senior traffic commissioner's role is to co-ordinate the activities of the area traffic commissioners.



Payment (please tick as appropriate)

Coach and Bus Week

	1 year	2 years	3 years
UK	£49.00	£88.00	£125.00
Eire/Europe 1 year	£92.00	Airmail 1 year	£124.00

Transit (Existing Coach and Bus Week Subscribers)

	1 year	2 years	3 years
UK	£72.00	£129.00	£183.00
Eire/Europe 1 year	£115.00	Airmail 1 year	£147.00

Coach and Bus Week and Transit (New Subscribers)

	1 year	2 years	3 years
UK	£121.00	£217.00	£308.00
Eire/Europe 1 year	£164.00	Airmail 1 year	£196.00

PLEASE ANSWER THE FOLLOWING QUESTIONS.

YOUR COMPANY DETAILS

1. What is your primary job title? (Tick one only)

- Owner/Director ..... ☐ 01  
 Senior/General Manager ..... ☐ 02  
 Engineering/Service Manager ..... ☐ 03  
 Other (please specify) ..... ☐ 04

2. What is your company's main business function?

- Bus Operator ..... ☐ 01  
 Coach Operator ..... ☐ 05  
 Coach & Bus Operator ..... ☐ 02  
 Local Government ..... ☐ 03  
 Other (please specify) ..... ☐ 04

## SUBSCRIPTION ORDER FORM

Coach and Bus Week is the news weekly for coach and bus operators. Transit provides vital analysis of, and information on, the UK public transport scene every fortnight. Together they make an unbeatable and invaluable package. All annual subscription rates include delivery by first class post. It is important to fill out all parts of this form. NB: Transit is not available on subscription without Coach and Bus Week.

3. How many vehicles does your company own/operate?

(Tick all that apply)

- |          | Buses                       | Coaches                     |
|----------|-----------------------------|-----------------------------|
| 1-5      | <input type="checkbox"/> 01 | <input type="checkbox"/> 10 |
| 6-10     | <input type="checkbox"/> 02 | <input type="checkbox"/> 11 |
| 11-15    | <input type="checkbox"/> 03 | <input type="checkbox"/> 12 |
| 16-25    | <input type="checkbox"/> 04 | <input type="checkbox"/> 13 |
| 26-39    | <input type="checkbox"/> 05 | <input type="checkbox"/> 14 |
| 40-100   | <input type="checkbox"/> 06 | <input type="checkbox"/> 15 |
| 101-400  | <input type="checkbox"/> 07 | <input type="checkbox"/> 16 |
| 401-1000 | <input type="checkbox"/> 08 | <input type="checkbox"/> 17 |
| 1000 +   | <input type="checkbox"/> 09 | <input type="checkbox"/> 18 |

4. Do you have responsibility for the recommendation/purchase and/or specification of the following?

(Tick all that apply)

- |                          | Pur                         | Spec                        | Rec                         |
|--------------------------|-----------------------------|-----------------------------|-----------------------------|
| Vehicles                 | <input type="checkbox"/> 01 | <input type="checkbox"/> 12 | <input type="checkbox"/> 23 |
| Parts/Spares             | <input type="checkbox"/> 02 | <input type="checkbox"/> 13 | <input type="checkbox"/> 24 |
| Oil/Fuel                 | <input type="checkbox"/> 03 | <input type="checkbox"/> 14 | <input type="checkbox"/> 25 |
| Breakdown                | <input type="checkbox"/> 04 | <input type="checkbox"/> 15 | <input type="checkbox"/> 26 |
| Insurance/Finance        | <input type="checkbox"/> 05 | <input type="checkbox"/> 16 | <input type="checkbox"/> 27 |
| Fuel Cards               | <input type="checkbox"/> 06 | <input type="checkbox"/> 17 | <input type="checkbox"/> 28 |
| Training                 | <input type="checkbox"/> 07 | <input type="checkbox"/> 18 | <input type="checkbox"/> 29 |
| Venue/Attraction Tickets | <input type="checkbox"/> 08 | <input type="checkbox"/> 19 | <input type="checkbox"/> 30 |
| Ferry Crossing           | <input type="checkbox"/> 09 | <input type="checkbox"/> 20 | <input type="checkbox"/> 31 |
| Hotel Bookings           | <input type="checkbox"/> 10 | <input type="checkbox"/> 21 | <input type="checkbox"/> 32 |
| Theatre Tickets          | <input type="checkbox"/> 11 | <input type="checkbox"/> 22 | <input type="checkbox"/> 33 |
| Other (please specify)   | <input type="checkbox"/> 34 |                             |                             |

5. What type of work does your company undertake?

(Tick all that apply)

- Private Hire ..... ☐ 01  
 Day Excursions ..... ☐ 02  
 British Tours ..... ☐ 03  
 European Tours ..... ☐ 04  
 Local Government Contracts ..... ☐ 05  
 Emergency/Breakdown Services ..... ☐ 06

By cheque: I enclose a cheque for £ ..... made payable to EMAP Business Communications.

By credit card: I authorise you to debit my Mastercard/VISA/

DinersClub/Amex card for the amount of £ .....

Expiry date ..... / .....

By invoice: Please invoice my company ☐

Card number:

Signed .....

Name .....

Job Title .....

Company .....

Address .....

Postcode ..... Tel: .....

Return to: Kerry Young, Coach and Bus Week, Subscription Department,  
 EMAP Automotive Ltd., Wentworth House, Wentworth Street,  
 Peterborough PE1 1DS  
 or phone 01733 467051 today



# SEAT BELTS

POST OCTOBER 1988 BUILT COACHES

# ARE YOU LEGAL?



# ARE YOU SAFE?

**AS FROM THE 10TH FEBRUARY 1997...**

- • • Plaxton have conducted rigorous testing on seat belts for post October 1988 build bodies on Paramount, Premiere, Excalibur and Beaver.

All retro fit installations are certified to meet C & U 46/47 or higher Standard EEC 76/115.

Make sure you are safe as well as legal...

**CONTACT YOUR REGIONAL DEPOT TODAY**

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